


9-1989

Irish Building Services News

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IRISH **building SERVICES** NEWS

INCORPORATING IRISH H&V NEWS

SEPTEMBER 1989

Myson Group plc - Monopolies Commission Decision Awaited

The battle for control for Myson Group plc was temporarily suspended as we went to press with the announcement that the bid by Clue Circle had been referred to the Monopolies Commission in the UK.

The Blue Circle bid came after an initial bid for the group by Yale & Valor. Indeed, Yale & Valor's bid of St£183 million had been recommended to shareholders when Blue Circle entered the foray and upped the ante with a bid of St£195 million.

In addition to the bids, both companies had also increased their accumulated shareholdings in Myson Group — Yale & Valor to 9% and Blue Circle to 29%.

However, at this point the Office of Fair trading decided to refer the matter of both bids to the Monopolies Commission. This came as something of a surprise to both parties, and indeed the industry at large.

Normally in such instances, all parties to such developments

would be in constant touch with the OFT and would generally be aware if an objection were to be made.

Nonetheless, having investigated the matter the OFT decided on referral to the Monopolies Commission.

The reason for the Monopolies Commission involvement stems principally from the fact that a Yale & Valor/Myson Group could give one concern dominance in gas fires while the Blue Circle/Myson link-up would allow for dominance by one concern in gas boilers.

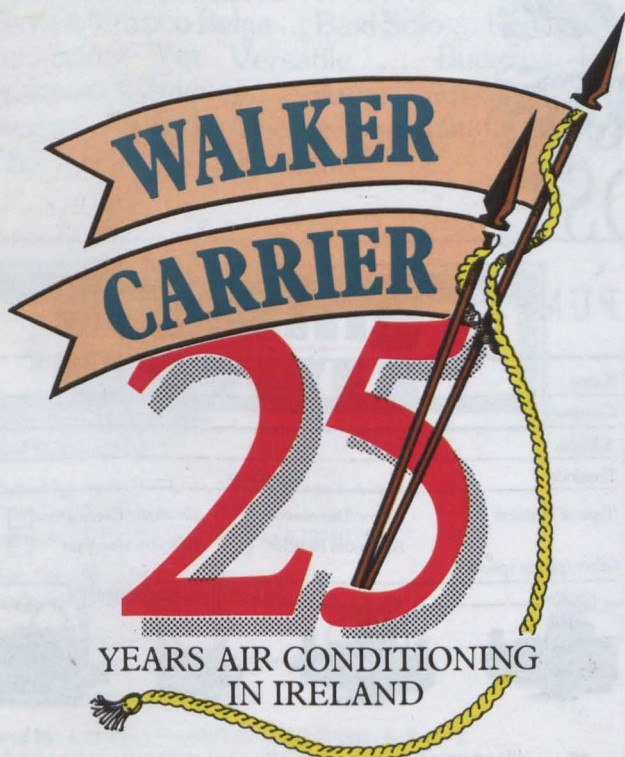
Blue Circle are particularly keen to purchase Myson Group

plc and a spokesman for the company is on record as saying that they are determined to succeed in their bid.

Blue Circle has a turnover of St£1.3 billion. It is the largest cement manufacturer in Europe and also owns Birmad Qualcast (Potterton; Armitage Shanks; and New World gas cookers.

Sean Hanratty, Managing Director of Myson Ireland Ltd, told *BSNews* that, with the bids suspended until the monopolies Commission's findings are announced, the matter vis a vis Ireland remains as before. However, he did acknowledge that he is monitoring the situation very closely.

Inside - Special Supplement



Beel Appoint Eurogas

Beel Industrial Boiler Plc of Lincoln have appointed Eurogas Ltd as their sole agents in the Republic of Ireland for their range of steam and hot water boilers.

Beel PLC manufacture a large range of steam and hot water boilers to the latest BS Standards for operation on oil, gas or solid fuel. They include the economical Beaver 3-pass reverse flame unit, the heavy-duty 3-pass wet back Minister, plus the solid fuel Coalpyre 11.

These boilers cover a range on both steam and hot water, from 450 Kg/Hr to 15,900 Kg/Hr. The

ratings are obtained from the single furnace unit; twin furnace units are available for evaporations up to 31,750 Kg/Hr.

The company's structure is built around quality assurance and is registered with British Standards Institute as carrying out quality control to BS. 5750 part 1, 1987. The benefit to the customer is that at all stages of design and manufacture BIB operate within a quality system that is regularly audited by an independent internationally respected certification body.

Heatovent Moves to new Naas Road Headquarters

The long-established stockists and distributor of heating, plumbing and insulation supplies — Heatovent — has completed its move to purpose built new head-quarters. The new address is: Heatovnt House, Naas Road, Dublin 12. Tel: 01-508166; Fax 508501.

After many years in Mount Argus Road, the company has

decided to re-locate to facilitate the needs of their many customers who will find the new premises far easier to reach. There is ample parking for all types of vehicles and loading will present no problems.

The new premises comprise a warehouse of 15,000 sq ft plus a purpose-designed trade sales

Continued on page 2 ►

M Y S O N A Q U A B O O S T

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Furthermore, Aquaboost shower pumps are backed with a 2-year guarantee by the UK's leading pump specialist, and a comprehensive technical after sales service.

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Name		Position	
Company			
Address			
Postcode		Telephone	
Type of business	Factor/Distributor <input type="checkbox"/>	Plumbing Contractor <input type="checkbox"/>	
	Bathroom Retailer <input type="checkbox"/>	Builders Merchant <input type="checkbox"/>	
Other (please specify)			



M Y S O N A Q U A B O O S T

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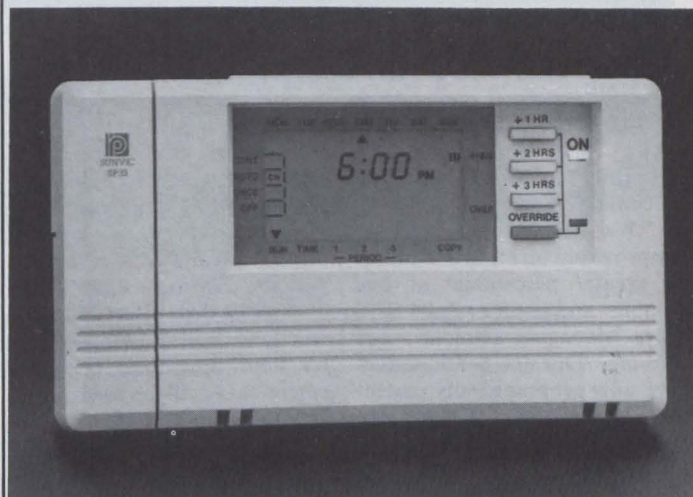
A celebratory 28-page full-colour supplement
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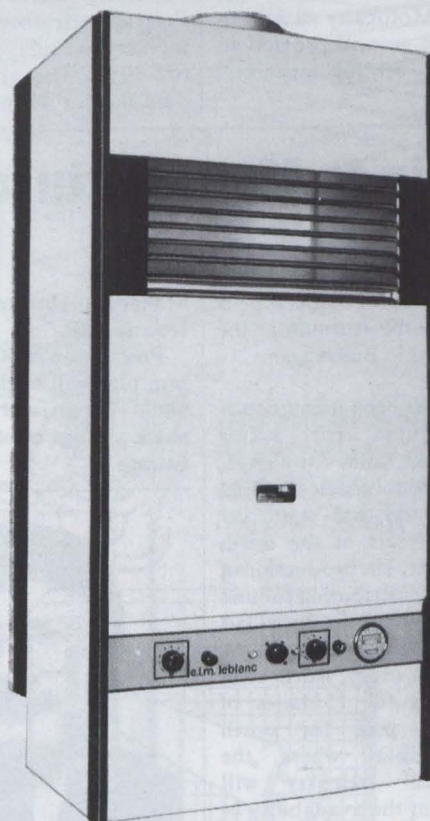
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Hamco/Franco Belge ... Baxi Solo ... Leblanc -
Functional Yet Versatile ... Buderus for
Optimum Efficiency ... Glotec - 'An Advanced
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READERSHIP DATA

Irish Building Services News (formerly *Irish H&V News*) is Ireland's
only *Building Services* magazine providing coverage of the heating,
ventilating, air conditioning, refrigeration, sanitary ware, plumbing,
maintenance and environmental industries. It is the only publication
catering exclusively for these industries and its circulation includes
members of the following:

The Institute of Consulting Engineers; The Chartered Institute of
Building Services Engineers; The Institute of Domestic Heating
Engineers; The Energy Managers' Association; The Institute of
Energy; The Institute of Plumbing; The Energy Conservation &
District Heating Association; The Mechanical Engineering & Building
Services Contracting Association; The Irish Builders' Providers
Association; The Association of Consulting Engineers of Ireland;
Small Housebuilders' Association; Maintenance Managers'
Association. In addition, *Irish Building Services News* circulates to
independent building services contractors and key executives in
industry, Government, Semi-State and local authority bodies.
Essentially, our circulation is virtually saturation coverage of all those
with an interest and/or involvement in the industry.

Heatovent on the Move

● Continued from front cover

point and showrooms, in addition to sizeable office accommodation.

"We decided to move to improve our location and to suit a greater percentage of our Dublin and country markets," says Managing Director, Joe Noone. "Our new headquarters are now geographically perfect for our country clients, who travel to Dublin from the South, West and the Midlands. For Dublin trade, the new site — when it is linked with the new Westlink Motorway surrounding Dublin — will provide an unequelled central location," said Joe.

Heatovent have created a flexible trade sales point and showrooms where companies and products can use modern display facilities, over agreed periods. Various high-profile positions will be offered to firms who may display their products on floor areas and on walls where they will be seen by all visitors to Heatovent.

Access to the trade sales point and showrooms is from the Long Mile Road, Dublin 12, opposite Calor Kosangas. Presently Heatovent are open Monday to Friday from 8.30 am to 5.30 pm. They are not open on Saturday for the moment.

Wavin to Manufacture Gas Pipe

THE production of gas pipe is to begin in the Autumn at the Wavin plant in Balbriggan.

Wavin has been manufacturing products for water distribution, land drainage, sewage disposal, cable ducting, rainwater, soil and waste for almost 30 years at the north Dublin plant. The production of pipe for gas distribution follows a series of orders from Bord Gais Eireann (BGE).

The latest order, worth over £250,000, is for 15 miles of distribution pipe for north county Dublin where the horticultural industry will benefit from the availability of natural gas.

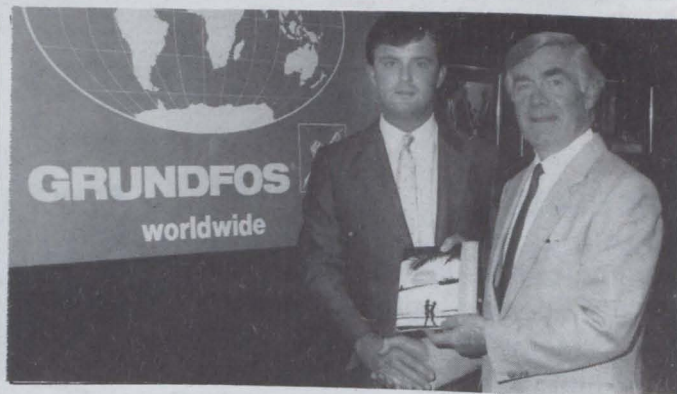
"The level of orders from BGE has been such that we can begin production here in Balbriggan," said Des Byrne,

Managing Director of Wavin Ireland Ltd.

Production of 90 mm and 125 mm pipe will begin in October while Wavin will continue to stock a range of other sizes and fittings.



● Pat Byrne



— Pictured above is Paul Allen, Sales Engineer, Grundfos Ireland Ltd., receiving his air tickets to Bermuda from Grundfos General Manager, Denis Walshe. Paul is to travel to Bermuda as the Irish Company's representative at the Grundfos World Forum for Sales Achievement. Sales performance is a high priority within the Grundfos Group and participation at the World Forum by an Irish representative indicates the continuing successful contribution of the Irish Company to Grundfos worldwide results.

Fernox Gets BS5750

FERNOX Manufacturing Co Ltd — manufacturer of corrosion-proofers, cleansers/descalers and antifreezes for central heating systems — has obtained approval of its policy management system to BS5750: Part 2: 1987.

Joint Managing Director Edwin Davies says that being awarded this British Standard is a testimony to the company's long established commitment to product quality. Also, in the absence of performance standards for central heating water treatments, it should

provide an extra measure of reassurance for specifiers when they know that Fernox products are produced under a BS5750 approved-quality management system.

The BS5750 award was made in August 1989 and applies to all Fernox water treatments and related chemicals, including those sold under the name Lauritzen Water Treatment Services, the industrial water treatment division of Fernox.

Hevac are the Irish distributors for Fernox.

Modern Plant

AS a result of the merging of KDG Instruments and Bestobell Mobrey, Modern Plant Ltd. is now the sole distributor throughout the country both North and South for the two companies product ranges.

This means they can offer the process industries a single

source of supply for products spanning almost the complete spectrum of controls and instrumentation in flow, level and pressure.

Modern plant also now represents Dietrich standard annubar flow sensors and flow measurement systems.

REVOLUTIONARY NEW IRISH MADE BLASTGATES

Season Control are proud to announce the availability from stock of their newly developed Irish Blastgates. With features including: ● better easier connections ● more efficient sealing ● bigger selection of sizes (to suit European spiral) ● adaptable to metric or imperial measurements ● and a guaranteed better price.

For more details contact:

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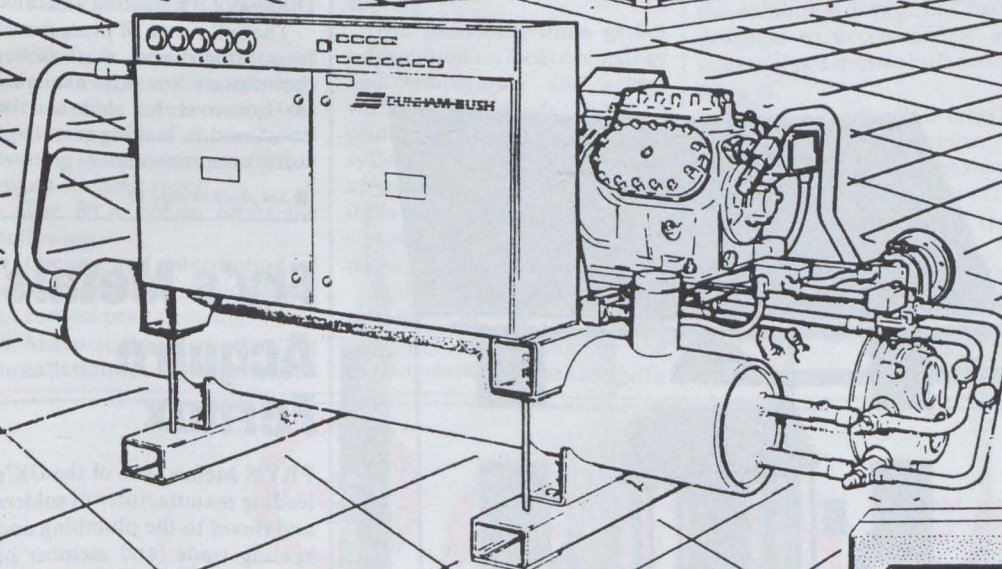
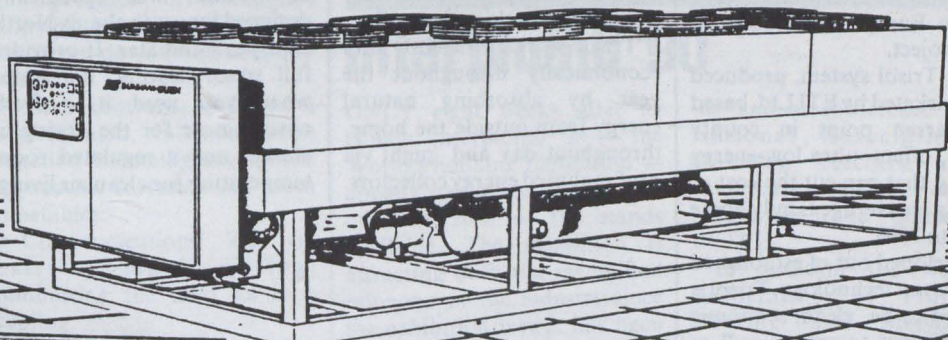
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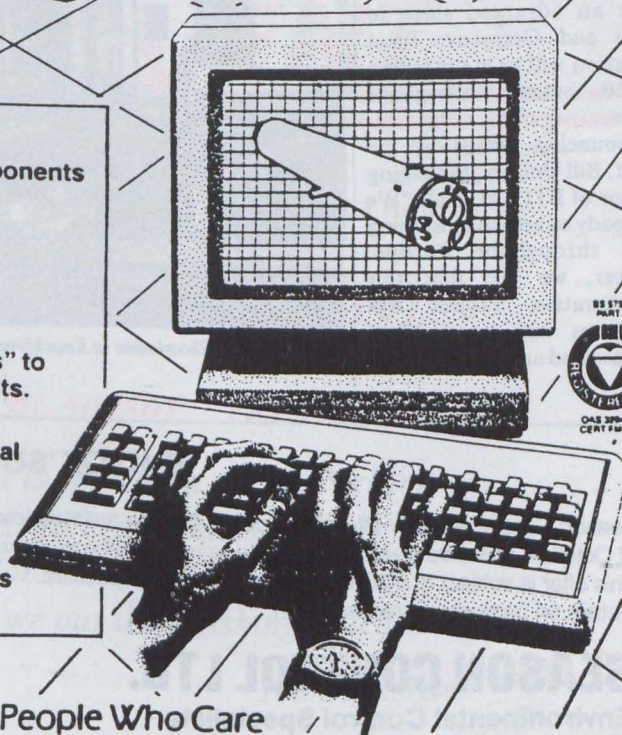
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Pollution-Free Heating Saves 75% On Bills

An Irish company's breakthrough in home heating technology is being given international recognition in a unique European Demonstration project.

The Trisol system, produced and marketed by ETI Ltd, based at Warren point in county Down, offers ultra low-energy heating that can cut the cost of heating an average family home by up to 75%.

Developed out of established and proven technology, Trisol is claimed to be clean, economic and efficient to run as well as being totally pollution-free.

Now eighty houses throughout Europe are to be fitted with Trisol in a major demonstration project backed by the European Commission.

A Trisol showhouse was erected at Knocklyon in Co. Dublin a number of years ago. This house was monitored for the five years prior to ETI Ltd going into full production.

Work is due to begin on six houses at The Energy Park in Milton Keynes in the UK with a further five under construction in Inverness in Scotland. Houses are at an advanced stage in France and Germany. Total production will be in the region of 150 houses throughout Europe.

Announcing details of the project, Bill Quigley, Managing Director of ETI Ltd, said; "We are already selling and installing Trisol throughout Europe. However, we feel that this Demonstration Project will provide us with an excellent showcase and an opportunity to

give still further proof of the efficiency, reliability and potential of Trisol. It shows that in Trisol we have tomorrow's technology working today!"

Trisol works efficiently and economically throughout the year by absorbing natural energy from outside the home throughout day and night via roof mounted energy collectors.

The system's combination of energy collectors and heat pump is micro-processor controlled for simplicity of operation. Because it uses air rather than liquid there are no problems with freezing, leaking or corrosion.

Trisol, which was developed in Ireland, was specifically designed for use in cloudy North European climates. It provides full space heating, hot water when you need it, a fresh environment for the drying of clothes and a regulated room temperature for clean air living.



● The Trisol Showhouse in Knocklyon, Co. Dublin.

Imit Added to Hamco Range

HAMCO Enterprises Ltd. of Tullamore have recently been appointed sole Irish agents for Imit thermoregulation equipment.

Imit is added to the extensive range of agencies held by Hamco which include Franco Belge and Hamco oil and solid fuel central heating cookers/heaters; Regaflex stainless steel flexible flue linings; Pyramis stainless steel sinks; and Ductpak DIY ducting and fans.

The full range of pipe, room, frost, single and dual boiler thermostats are now available ex-Hamco stores and can be purchased in leading merchant stores countrywide.

● See photo on page 10

Fry's Metals Acquire Fernox

FRY'S Metals, one of the UK's leading manufacturer of solders and fluxes to the plumbing and heating trade (and member of the Cookson Group), has acquired the whole of the share capital of Fernox Manufacturing Co. Ltd., the leading manufacturer of corrosion-proofers, chemical cleansers and antifreezes for whom Hevac are its Irish distributors.

Both Fry's and Fernox see the acquisition as having significant advantages to both companies.

END OF 'SUMMER SALE'

Season Control are now offering a special deal on the Keeprite range of air conditioning units (available from stock) till the end of October. This sale gives the customer a real chance to make genuine savings on a wide range of very competitive products. This offer is subject to availability and time period specified. Details on products on request from:

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Telephone 559154/5, 559732/3, 559572. Fax 559572.

Energy Management - New Advance in Controls

AN Irish company — Building Technology Applications Ltd. — will shortly launch a “state-of-the-art” building energy management system which is claimed to be simple to install, use and maintain.

B.T.A.'s energy control units manage heating, lighting and power in individual rooms or zones, using electricity mains-borne communications to reduce installation time and cost. The controllers use their own expert systems to respond to local conditions and weather forecasts.

Carefully monitored studies have shown that the controllers are capable of reducing the operating time of conventional heating systems by up to 60% in many circumstances.

The BTA system offers the following:-

- Cycling and interruption of many individual electrical loads to control peak demand;
- Micro-zoning of heating installation for highly-localised

control of even old-fashioned installations;

- Infra red scanners to detect the presence of occupants, allowing heating or lighting to be turned down or off in empty rooms;

- Each controller contains a sophisticated, thermodynamic function for intelligent response to weather forecasts and room timetables;

- Communications are via existing mains wiring, minimising the need for new cabling.

The individual units gather information on local occupancy and temperature and accept various commands from a central, user-friendly pc. The system can communicate with up to 65,000 remote units so that there is no practical limit to the size of building or complex to be managed.

Building Technology Applications Ltd. is a campus company specialising in the development and marketing of a

range of computerised building and energy management systems and services. It provides full training and support for all systems supplied.

Its systems are already providing repair, maintenance

and fuel cost savings in sites throughout Ireland and the UK including the Blackrock Clinic, UCC, Beaumont Hospital, Edinburgh University and Cork Corporation.

Interplumb '90

ONLY eight weeks after its launch, Interplumb '90 — the World Plumbing Exhibition — already has space reservations on over 50% of the stands available. The exhibition is attracting both the giants and minnows of the industry since the exhibition layout has been designed to accommodate all sizes of stand from as little as 6 to 60 sq m.

Visitor attendance is largely underwritten by the number of trade association functions and events taking place at the Barbican Centre during this period.

These include The Institute of Plumbing Conference and AGM; a CORGI convention,

the annual conference of the National Association of Plumbing Teachers; and a conference session of the industry's trade union, the EETPU.

In addition the National Association of Plumbing Heating and Mechanical Services Contractors are organising and hosting the British Plumbing Employers Conference to which contractor delegates from other countries are welcome to attend.

The Builders Merchants Federation and the National Council of Building Materials Producers will also be holding conference sessions.



HEATOVENT

Dear Friends & Customers,

We wish to inform you that we have moved to spacious new premises at

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(Opposite BMW Motors).**

PHONE 01-508166 FAX 01-508501 TELEX 25672

Our new Trade Sales Point is open with ample Parking facilities for all vehicles. Access to Trade Sales Point is from the Long Mile Road, opposite Calor Kosangas.

Kindly bear with us, while we put the finishing touches to our new headquarters.

P.S. Please Note Opening Hours:

8.30 am - 1 pm; 2 pm - 5 pm.

Not Open on Saturdays.

Yours sincerely,

Joseph Noone
JOSEPH NOONE
Managing Director

Reversible Flow Descaling Machines

Fernox Decalomat descaling machines are now available with an optional new feature — a flow reversing valve. The valve is operated by a control lever mounted on the front panel which allows the flow direction to be reversed instantly while the machine is running.

Decalomats are used to descale a variety of appliances such as water heaters combination boilers, showers etc. They operate by circulating

a solution of Fernox DS — 3 Scale Remover through the appliance, which dissolves the lime scale deposits. It has been found that by occasionally reversing, the operating time is reduced.

In addition, if during descaling any flow path within an appliance should become blocked with pieces of dislodged scale, reversing the flow provides a simple way to remove the restriction.



• Group pictured at the C & F "Warm House" evening at their showrooms in Chapelizod, Dublin recently. Included are: John Duigan, Managing Director and Ireland's Chris Morris.

P J Doyle - In Remembrance

I went to the Hospital to visit P J yesterday. Today he is gone. His passing was expected after a long illness but the shock is no less for that.

Although I knew P J for 25 years, I only really started to get to know him well during the last two years when we worked closely together as Chairman and Hon. Secretry of the Republic of Ireland Branch of CIBSE.

P J was a quiet, thoughtful, hard-working person, totally committed to the job in hand. In a few short years in committee he took a great interest in furthering our relationships with the North of Ireland Region, he helped to build good relationships with the people at CIBSE headquarters in the UK, he was extremely enthusiastic about developing regional groups throughout the country (Cork is now well established and Limerick will have their first technical evening this year) and he had a very special interest in the welfare of engineering students at the College of Technology, Bolton Street.

P J had many interests besides his work as Chief Executive of H A O'Neill and his work for CIBSE. Not many people realised that he was an enthusiastic gardener and loved his flower beds. He was also very active within his parish in Rathfarnham as a member of the finance committee. He took a special interest in fund raising to help reduce parish debt.

In recent years, after much encouragement, he took up golf. During the first few months he dug up a few fairways but within a year he had won his first prize. This dramatic improvement came about because of his determination to achieve excellence in everything he undertook and was helped by hard work on the driving range and a few minutes every day pitching balls over his beloved flower beds in the back garden.

If there is one quality I will always remember about P J it was his tremendous courage. The written word will never adequately allow me explain my tremendous admiration for the positive manner in which he tackled his illness. Although he was seriously ill most of his year as Chairman, he continued to work hard, attend all meetings and fulfil all his commitments. Most ordinary people would have given up but not P J.

Courage runs in the family. I have had the privilege of seeing Doreen and their daughters looking after P J during his long illness and particularly during the last few weeks. Their courage knows no bounds.

P J will be sadly missed. I would like to extend the deepest sympathy of all CIBSE members and I'm sure all P J's friends and colleagues in the building services industry to his wife Doreen and daughters, Marcella, Miriam and Patricia.

Ar dheis Dé Go Raibh a Ainm.

Squaring up to heating costs

Fighting with Fuel Bills can seem like a David versus Goliath clash, on the face of it, a bit one sided.

The solution however is only a sling-shot away.

TRISTAT, a brand new heating control is designed to cut even giant bills down to size.

Infrared occupancy detection ingeniously coupled to a three temperature, two time period control, ensures that rooms are heated only as required, yet sees to it that those vulnerable 'bits and pieces' are never left out in the cold.

Easily installed, TRISTAT is child'splay to set up but clever enough to manage any fuel, paying for itself time and again in reduced bills, not to mention peace of mind.

Now there's no excuse for not looking heating costs square in the eye ... "How are the mighty fallen."



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Cockermouth (0900) 822240

Danfoss Valve/Damper Motor

Danfoss has introduced a series of new motors — AMD 400-500 — consisting of reversible gearmotors for rotary valves and dampers in larger heating and ventilation plant.

With the introduction of this new series Danfoss marks the end of an overall updating of the firm's range of motors for seat valves, rotary valves and

dampers. The range now covers series AMB 100-200, AMD 300 and AMV/AMD 400-500.

The AMD 400-500 series consists of two basic motors, each in 24 V and 220 V versions. All four versions have adjustable limit switches.

The motors have an output torque of 12.5 Nm with an operating time of 50 seconds for

90 degree rotation, or 20.0 Nm with operating time of 180 seconds for 90 degree rotation.

With different insertion modules and accessories for building on, basic motors can be

tailor-made to precisely match the applications concerned — from on/off control to the P/PI regulation of domestic hot water, water supply, air supply, or room temperatures.

Thermostatic Rad Value from Peglar

The "Terrier" TRV is made to the expected highest quality standards of Peglar — Europe's leading Plumbing, Heating, and Engineering manufacturer. It is designed to conform to EN 215 European Standards and has been introduced to Ireland by Manning & Usher, Peglar Dublin-based Irish Distributor.

Fitting Terrier TRV's to new or existing systems can reduce heating costs. Terrier TRV's fitted in conjunction with a

room stat can save up to 20% on fuel consumption.

The highly-sensitive and powerful wax-charged sensor responds quickly to temperature variation, thereby providing close temperature control. It has been specifically designed for vertical or horizontal mounting, ensuring minimal heat transfer from either the valve body or radiator. The scale range is from 6°C (frost) to 2°C.

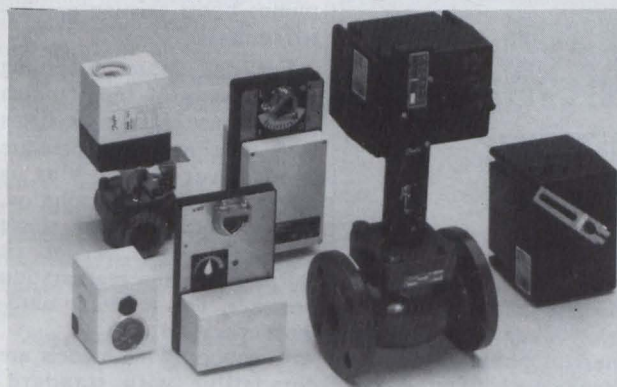
The highest performance and specification, combined with flexibility of installation, makes a Terrier TRV ideal for any installation, where these requirements and visual appearance are essential.

Season Control To Move

Continuing expansion at Season Control Ltd means that plans are now in hand by the company for a move to new purpose-

acquired premises to provide for additional manufacturing and storage facilities.

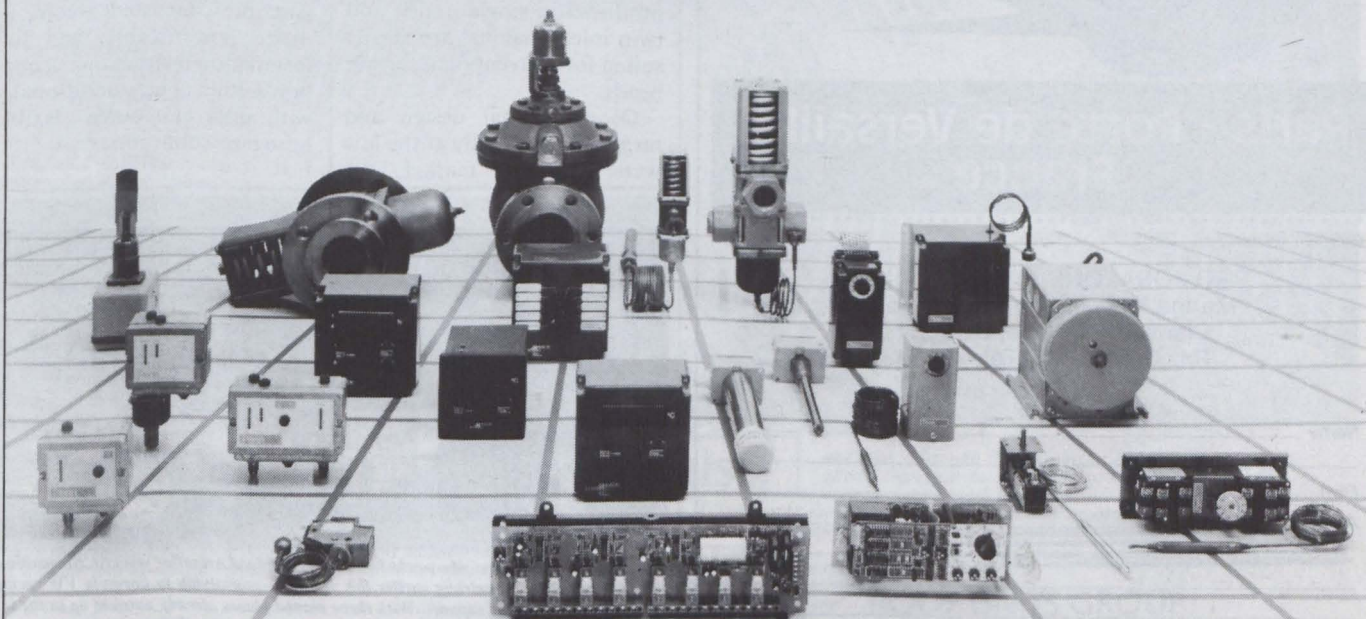
● Continued on page 8



● The newly-introduced Danfoss AMD 400-500 motor series from J. J. Sampson.

MANOTHERM LTD.

Stocks our complete line of controls for refrigeration, air conditioning, heating and ventilation.



CONTRACTORS, SPECIFIERS, MERCHANTS:

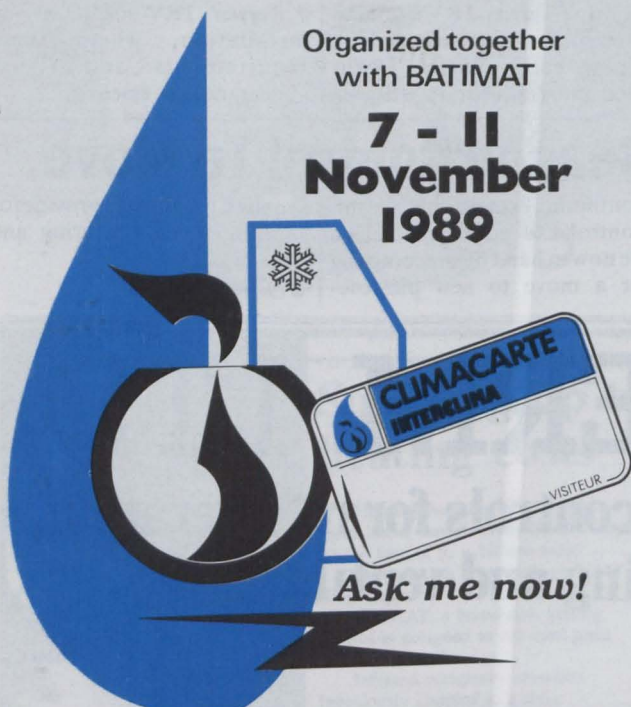
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meeting in 1989!**

INTERCLIMA

International Heating, Refrigerating and Air
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Organized together
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**7 - 11
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Tél.: 01/612.535, Télex: 93894

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• Continued from page 7

Since its establishment a number of years ago, Season Contrpl has experienced substantial growth annually, the greatest increase coming last year with sales quadrupling over those of two years ago.

A mixture of quality own-manufactured and carefully-sourced agency products — coupled with a competitive pricing structure — is the strategy upon which this success has been achieved.

The company's John Grainger told Building Services News recently that the contribution of the workforce at all levels has been equally important.

However, due to the continued expansion, he said that they are now looking for additional engineering sales personnel for both internal and field sales roles.

Full details of the company's new premises will be published in our next issue.

Myson "Power Shower" pumps

Myson -SMC, the long-established manufacturer of precision-made domestic and commercial pumps has now introduced to Ireland — via Myson Ireland Ltd — a new generation of power shower pumps.

The launch herald's a new entry into the powered shower market by Myson, following a number of years successfully supplying the leading shower equipment suppliers with own-branded shower pumps.

Aptly named Aquaboost, the range offers four, well-engineered, precision-made models.

Standard Aquaboost pumps, produced in single outlet, and twin inlet versions, are ideally suited for conventional shower heads.

Of centrifugal design and targetted principally at the low water pressure market, the

pumps boost existing gravity-fed showers.

For the more discerning requirements of today's high performance shower systems with their increased pressure heads, Aquaboost Plus is offered as an ideal solution. Also produced in both single and twin pump version, it works on the new regeneration principle. This results in ultra-quiet operation.

Aquaboost Plus models are compatible with standard, pulsating, and "champagne" bends, or for up to three body showers.

Mix and match combinations possible with Aquaboost Plus Twin pumps are (up to three body showers) — standard head/body showers; pulsating head/body showers; champagne head/body showers.

Fully guaranteed for two years, all Aquaboost shower pumps come complete with factory-fitted integral flow-switch control; in-line strainer; vibration-absorbing mounting pad; pre-connected 3-core, 2-metre power cable; and full installation instructions. Aquaboost Plus comes additionally with inlet and outlet flexible hose pipe connections.



• When Stephen Pyper, who works for Northern Ireland Armalflex stockist, Stevenson & Reid approached Armstrong earlier this year for sponsorship in Formula VW racing, Armstrong gave their support. With three second places already notched up in the last three races at Kirkistown, Stephen is certainly heading for the top. In the photograph Stephen Pyper (second right) is seen receiving a sponsorship cheque from Gordon Woodgate, National Sales Manager of Armstrong's Insulation Division. On the far left is Bob Collim, Managing Director of Armalflex distributor McCaig Collim, Belfast and far right is Alan Beattie, Armstrong Territory Manager for Ireland.

Grundfos - CRN Addition

Grundfos (Ireland) Ltd have added two new models — CRN 30 and CRN 60 to their CRN range of pumps. This newly — extended range covers wide areas of application including water treatment, environmental duties and general circulation and boosting in industry.

These pumps can handle a wide range of liquids including distilled water, soft water, brackish water, sea water, swimming pool water, light oils, acid and alkaline solutions, and solvents.

The CRN range has already pioneered new ground in pump technology, with the two latest introductions bringing additional innovations. This is especially so in relation to the choice of high grade construction materials which give a high degree of reliability and long life.

Other features include:

- Strong wear-resistant shaft steel with seal faces of tungsten/carbide;

- O-Rings in high quality EPDM or viton material;

- Lubricated tungsten carbide/ceramic bearings;

- Special sleeve gaskets minimising the risk of crevice corrosion when pumping liquids with chloride content;

- Vertical design which minimises demand for floor space;

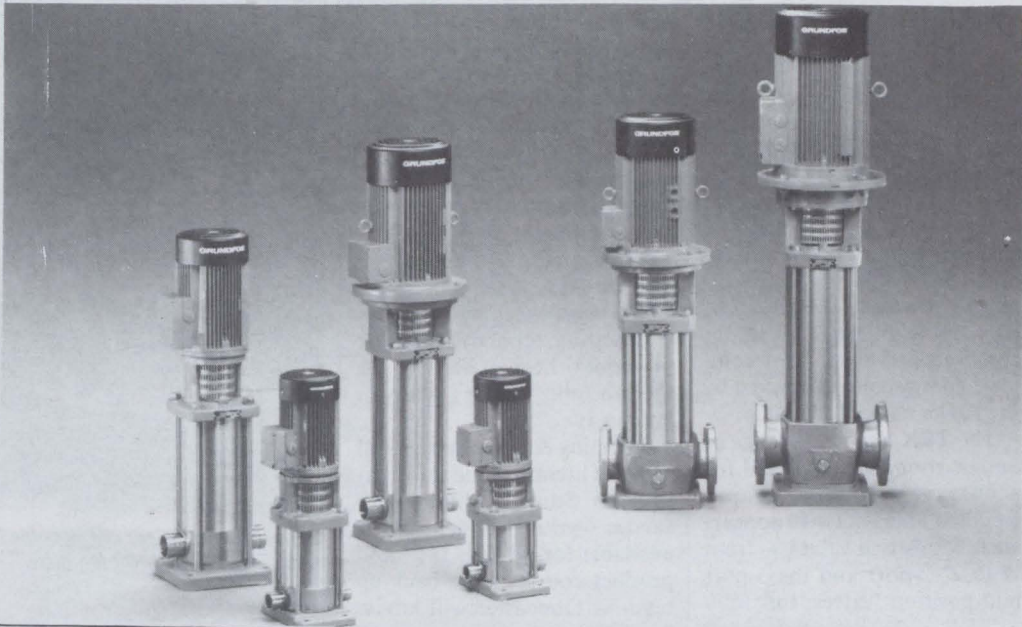
In-line design simplifies pipework, and this feature, combined with a multisage construction, offers a very flexible range with opportunity for modification to performance, as demanded by altered system conditions;

- All these combined features make for a wide application field as regards working pressure and tempera-

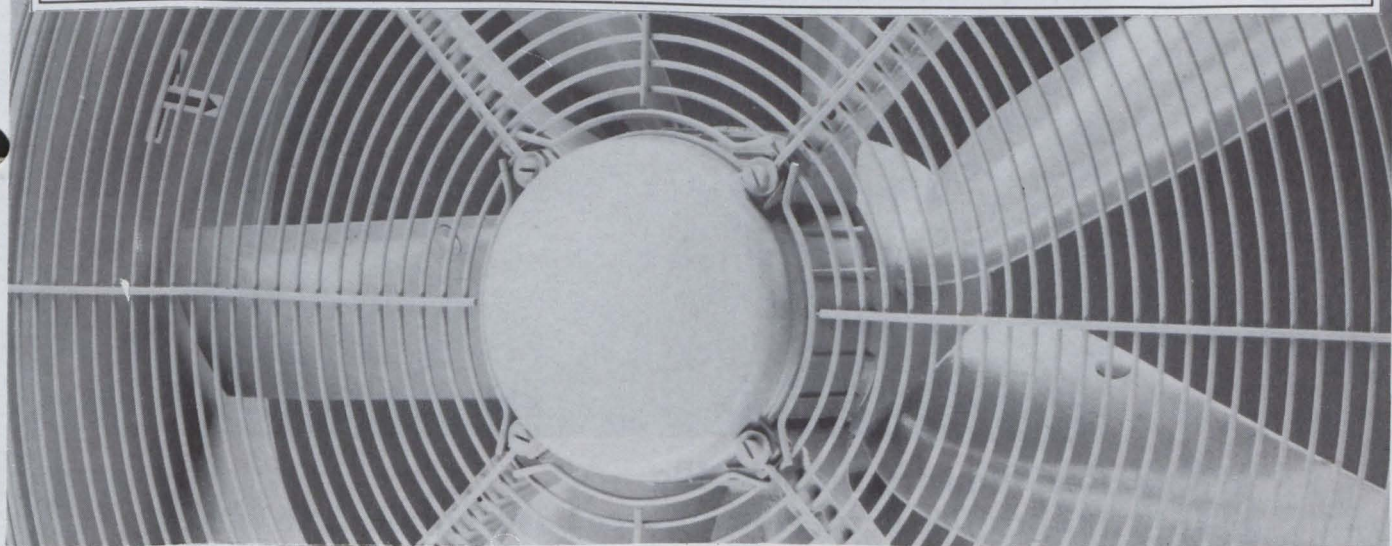
ture: 16/25 bar (CRN 30); 16 Bar (CRN 60) and 120°C (CRN 30 and CRN 60).

Because of the design of these pumps, servicing is both quick and simple.

• The CRN range from Grundfos, including examples from the CRN 30 & 60 series.



Who's at the centre of axial fan technology?



Roof Units Group have for years set the pace in the air movement industry with their range of plate axial fans — Euroseries.

This range of fans is the brand leader in Europe and owes much of its success to the unrivalled Z.A. external rotor motor. This superb power unit is fully speed controllable and comes with Hot-Spot motor protection fitted as standard.

The aerodynamically designed impellers are factory matched to the motors and then statically and dynamically balanced to provide smooth, quiet, vibration free running.

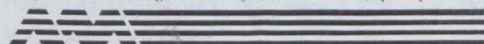
And under normal working conditions these ultra reliable units can claim a life expectancy of over twenty years.

Roof Units provide the best fan range with the best powered units in the world

Who else?

and back it up with the best service and delivery and this is offered through a nationwide network of distributors and overseas agents.

As you would expect, Roof Units hold registration of BS5750 Part 1, quality assurance scheme and are committed to investment in a product development programme to make available the very best in fan technology.



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Published by ARROW@TU Dublin, 1989

Sunvic - for Total Control

Heating is expensive, but significant savings can be made with a guaranteed level of comfort by using Sunvic Controls on the heating system.

Sunvic manufactures Room Stats, Frost Stats, Cylinder Stats, Thermostatic Rad Valves, Motorized Valves, Electronic Programmes, and System Packs — all for Domestic Systems.

Additionally, it manufactures Electronic Stats, Boiler Stats, Oven Stats, Immersion and Oven Stats, Disc Stats and Energy Regulators for the industrial sector.

The domestic range of controls, with Pegler's Belmont and Terrier valves, give complete energy control, backed by the Pegler name for Quality.

The TLX and TLM range of Sunvic room stats is noted for accuracy, reliability, rapid response and attractive appearance. Motorised valves — from ½ to 2" 2-port and the 3-port mid-position valves for fully

pumped systems — are available.

Other facets of the range include:

Electronic Programmers — The SP 100 (7-day x 2-channel), SP 50 (24-hour x 2-channel); and the SP 35 (7-day single channel ideal for combi boilers). Also programmers can be used for security and shop lighting.

Boxed Systems: — Clockbox II — A 3-port valve with room and cylinder stat with a unique plug-in facility that can reduce installation cost by up to 40%.

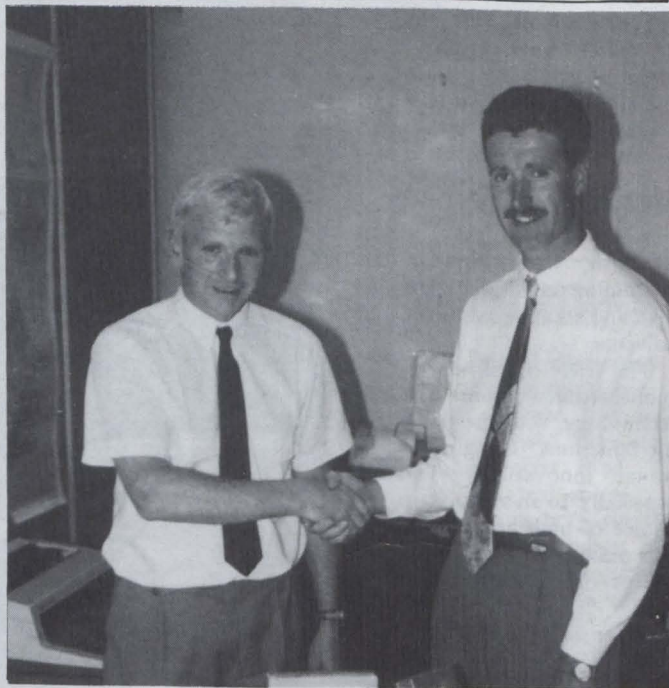
Thermostatic Radiator Valves: — Five-year Guarantee; 10-bar max working pressure; frost setting; economy clip; wax or liquid heads; vertical or thermostatic — Pegler Quality in every way.

Manning & Usher have a full range of literature and information on Sunvic. Mike Usher carries working models and is available for "Teach Ins" and product courses. The back-up team at Doncaster will advise

on design and wiring should this be required.

The name Sunvic has been synonymous with domestic controls for over 60 years.

Today — with Pegler, Sunvic has a reputation for quality and innovation.



● Stuart Gizzi of Imit and Brendan Morgan of Hamco following the signing of the agency agreement recently.



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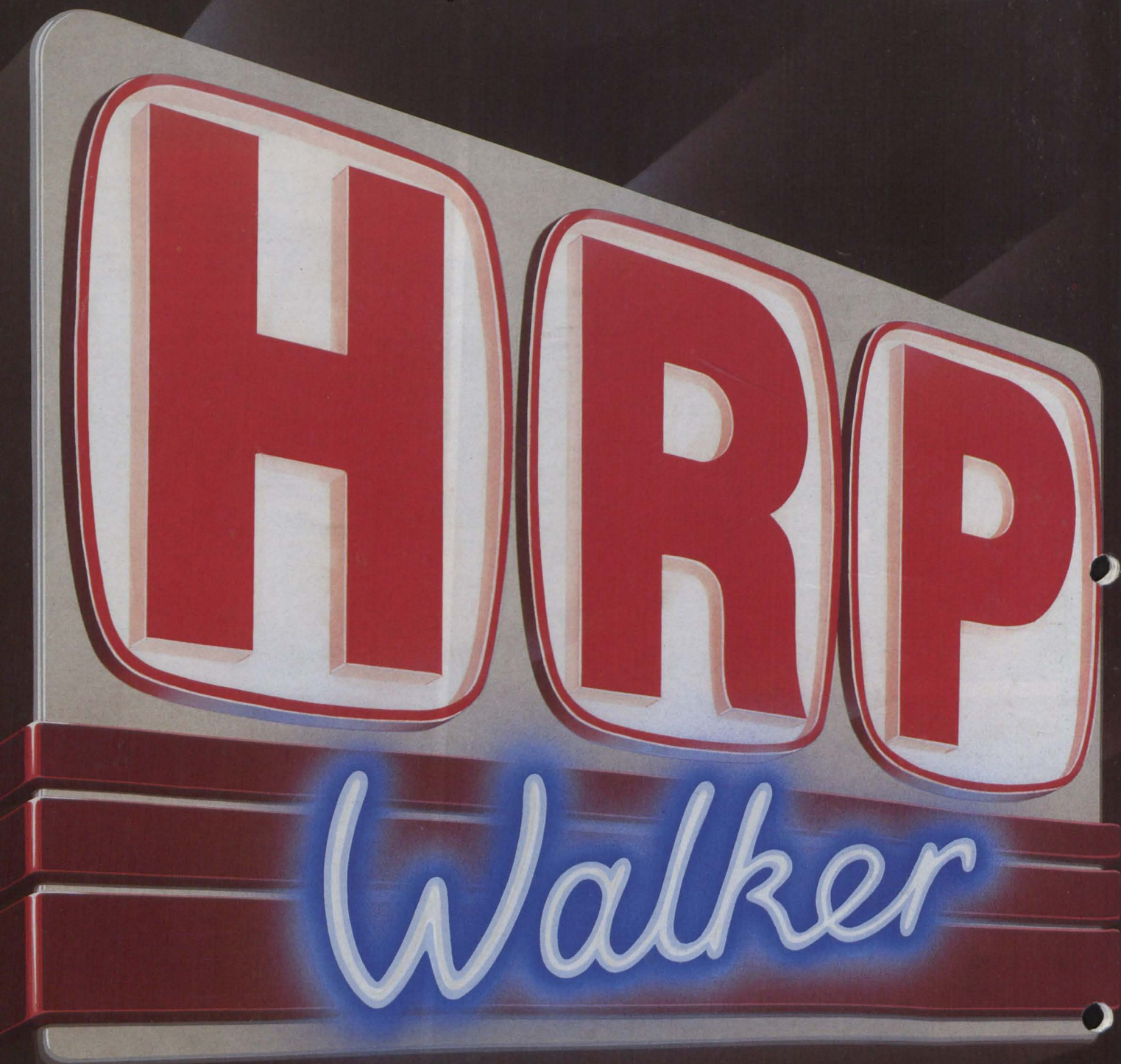
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**WALKER
AIR CONDITIONING**



Ten years of service to the building services industry
throughout Ireland.



the today people

GOING FOR GOLD

A big thank you to our staff, our customers and our suppliers.

In our industry, it is no mean achievement for partnerships to survive for a quarter of a century. But, for them to flourish over that period of time as that of Walker Air Conditioning's with its principal suppliers, takes something special.

Teamwork is that elusive ingredient for success and the Walker Air Conditioning team is top of its league.

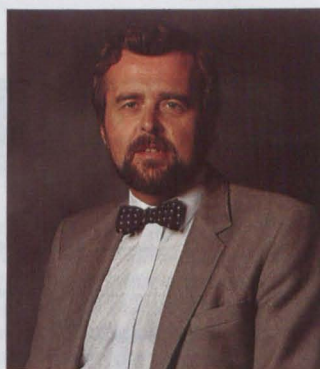
It is thanks to the loyalty of our staff — both past and present — and the unswerving support of our suppliers and customers, that the company is now marking this milestone in its history.

Moreover, this team loyalty also means that we can look forward with confidence to a further 25 years of growth and prosperity and unequalled service to the industry.

Here's to our Golden Jubilee celebrations in the year 2014.



• *Stewart Roche, Managing Director, Finance & Administration.*



• *Michael Buckley, Managing Director, Sales & Marketing.*

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AIR CONDITIONING

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Fax: Paisley 8891095

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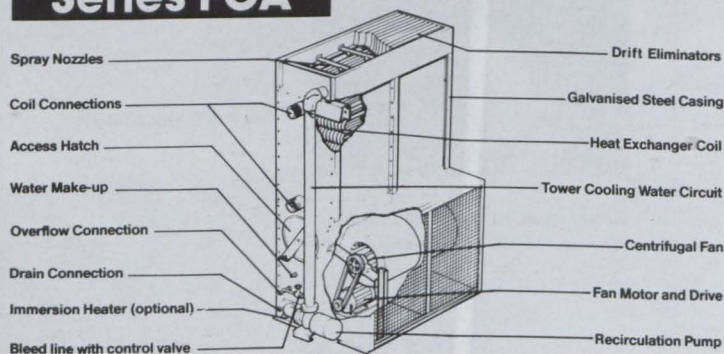
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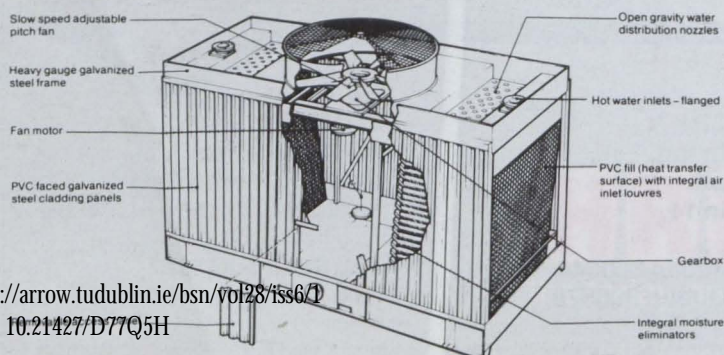
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Series NC8900



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Series 'O'	42	Forced draught counterflow	58-8200 kW
Series FCA	30	Forced draught counterflow closed circuit	20-1480 kW
Series EA	30	Evaporative Condenser	60-3200 kW
Xcel		High performance Drift Eliminator	Up to 99.999% efficient

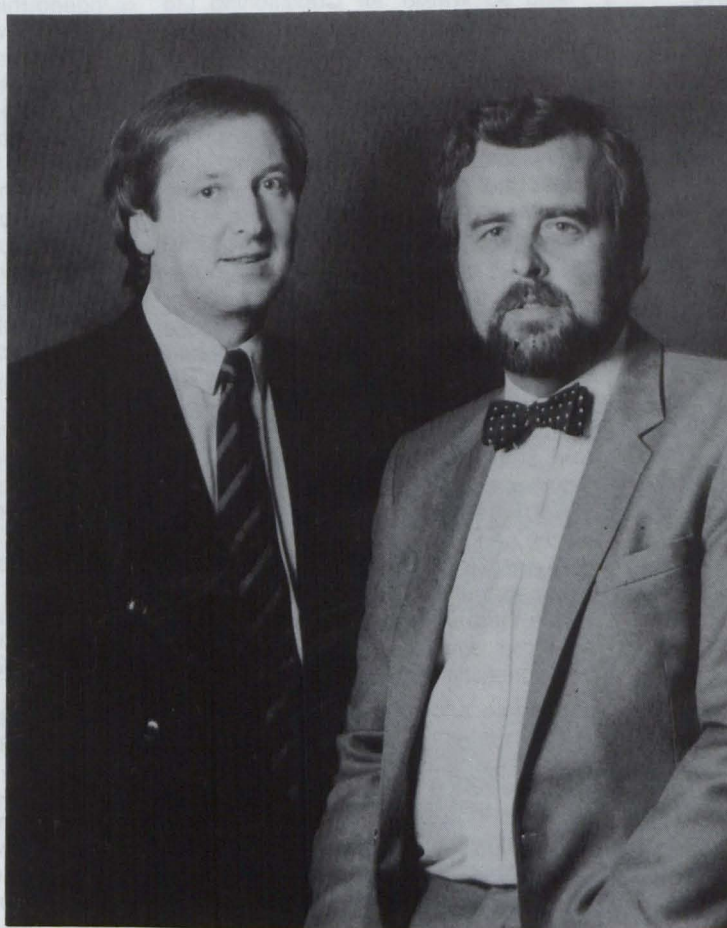
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● *Stewart Roche with Michael Buckley.*

From Little Acorns ...

From small beginnings in Dublin's Liffey Street to market-leader in its field throughout Ireland and the British Isles, that is the Walker success story. Not that it will rest there. With 1992 and the associated EC harmonisation proposals looming, a whole new business expansion era is on the horizon for Walker Air Conditioning Ltd.

The company is ideally positioned to exploit these prospects. The organisational structure comprises strategic business units, each one operating as an independent, autonomous profit centre where the individual flair of the personnel is given free rein while having access at all times to the centralised support systems available to each Division.

However, this publication is concerned primarily with chronicling the Walker story to date, to this its Silver Jubilee year.

Given its catalogue of achievements within the building services sector over the years, Walker Air Conditioning has proved itself something of a unique company within the industry.

However, its achievements in the broader field of general business finance

have also been significant. For instance, Walkers is notable in that it is rare for a Smurfit-owned or associate company — especially if it is profitable — to buy out from within the parent group. Walker Air Conditioning did just that.

But what of Walker Air Conditioning's beginning. From little acorns grow big oak trees ... and so it was with Walker Air Conditioning. Originally owned by the Walker family — hence the name — the company principally traded in toys, prams and some domestic appliances.

It was a successful enough operation to attract the attention of larger business and, via a series of buy-outs and subsequent take-overs, was finally acquired by the Smurfit Group in 1970.

However, perhaps the greatest turning point in the company's development came in 1964 with the Carrier appointment for all of Ireland.

Air conditioning was virtually unknown throughout the country at that time so Walkers found themselves projected into the pioneering role whereby they had to sell the whole concept in addition to the actual systems.

CONGRATULATIONS

*on 25 successful
years of business*

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maintenance contracts on makes of equipment not distributed and installed by Walkers... which in turn can lead to the sale of Walker-distributed equipment when replacements are required.

"So, as I've already pointed out, there is no distinction anymore between sales and after-sales care.

"Today's marketplace is such that it demands a much more sophisticated package offering. Professionalism is now ultra-important.

"Hence the more dynamic profile of our technicians. This Division has a team of six engineers, two apprentices and myself as Manager. The depth of experience contained within the team is all-embracing, embodying as it does someone who has been in the industry for nearly 30 years and a technician who has yet to take his final exams.

"This mix of the old and the

new is vital and we find the complementary nature of this mix invaluable. We go to great lengths to ensure that all our engineers keep abreast of the latest technological developments and to this end have in-house training coupled with educationals in conjunction with our principals.

"We also sponsor our apprentices for a year-long course off-the-job. This they take at the Fastraining centre in Cork where a special curriculum has been devised specifically for the industry.

"It is attention to detail such as this that keeps Walker Air Conditioning to the forefront.

"Essentially, we at Walkers no longer view maintenance as the Cinderella of the industry but more as a vital ingredient and sales aid without which the other functions and Divisions within the company could not perform effectively".

have assembled a brand portfolio of high-profile names, all with established track records and proven capability in their respective field of application.

"Service, coupled with quality products at value-for-money prices, are our main strengths.

"Filtration in particular is an especially-competitive market sector with price being all-important. However, in time we have succeeded in conveying to our targeted customer base that price alone cannot be the single determining factor.

"Product quality, its ongoing performance and the response to serving problems are equally — if not more — important. Getting this message across is a slow and sometimes difficult task.

"However, this educational process is finally beginning to bear fruit. More and more we find that consultants and end-users alike can no longer be hoodwinked by unrealistic prices. People — especially professionals — understand that value-for-money is what matters.

"Of course an essential ingredient of the service we provide is design advice. In

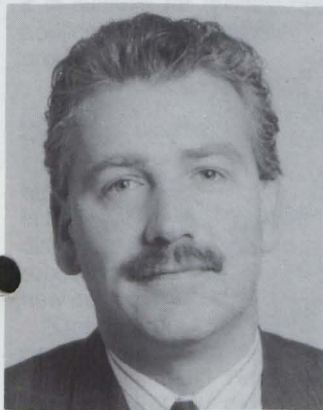
more and more instances I find that we are effectively acting as design consultants. This we welcome. By working hand in hand the consultant and/or end user we can, together, come up with the most suited solution to a particular requirement. More and more projects are 'customised' in this manner.

"In addition to our own technical knowledge, we can also contribute the experience and support of our principles and indeed, such consultation very often results in the evolution of a new process or product development.

"It is this refusal to compromise on quality — be it by way of product performance, materials used, after-sales service support or simply the manner of treatment of the customer — that has led to the emergence of Walker Fluids & Filters Division as a leading contender in what was hitherto a price-led marketplace.

"Slowly, we have managed to change this situation and, while a vast educational process is still necessary, the general marketplace is undoubtedly moving towards a more professional outlook".

Fluids & Filters - Raising The Level of Professionalism



• **Adrian Cooke**

The Fluid & Filters Division of Walker Air Conditioning was born from within the company itself. For many years filtration and fluid handling was conducted as an ancillary part of the air conditioning activity.

However, as its scope and importance grew, so too did the scale of its trading activity. Consequently, the time eventually arrived when it justified being taken out of the core business and installed as a separate division.

Adrian Cooke was charged with responsibility for setting up

the Division and thereafter running it — like all other Walker Divisions — as a separate profit centre standing on its own merits.

Adrian had already dealt with the business within Walker Air Conditioning itself and he has since proved — despite having to operate within a fiercely competitive market sector — that the decision to establish a separate trading Division was fully justified.

If further proof were needed one need only look to the latest development which entailed the opening of a Scottish branch based in Glasgow.

"Essentially", says Adrian, "the business can be broken down into two categories — filtration and fluid handling, on an ongoing basis the ratios being approximately 60% filtration and 40% fluid handling.

"However, such is the nature of the industry that these ratios can vary significantly from year to year.

"As with all Walker Divisions, our primary objective is to be market leader. To this end we

HRP Walker - Something of a Maverick



• **Tony Madden**

HRP Walker is something of a maverick within the Walker company grouping in that it is primarily a wholesaling operation.

A large percentage of its business is conducted at the

trade counter with approximately 75% of it being conducted with small, 'one-man' operations. As such the management style — especially in respect of credit — has to be different but the overall philosophy is very much in keeping with that of all Walker companies.

In keeping with the Walker Air Conditioning expansionary outlook, HRP Walker came into being as a result of an acquisition in 1979 and now has two offices in Ireland, one in Belfast and the other in Dublin.

It holds four distribution agreements — HRP, Searle, Prestcold and RTZ Chemicals — while it also sells other-branded equipment from leading names such as Danfoss for instance.

As Manager, Tony Madden has the unenviable task of

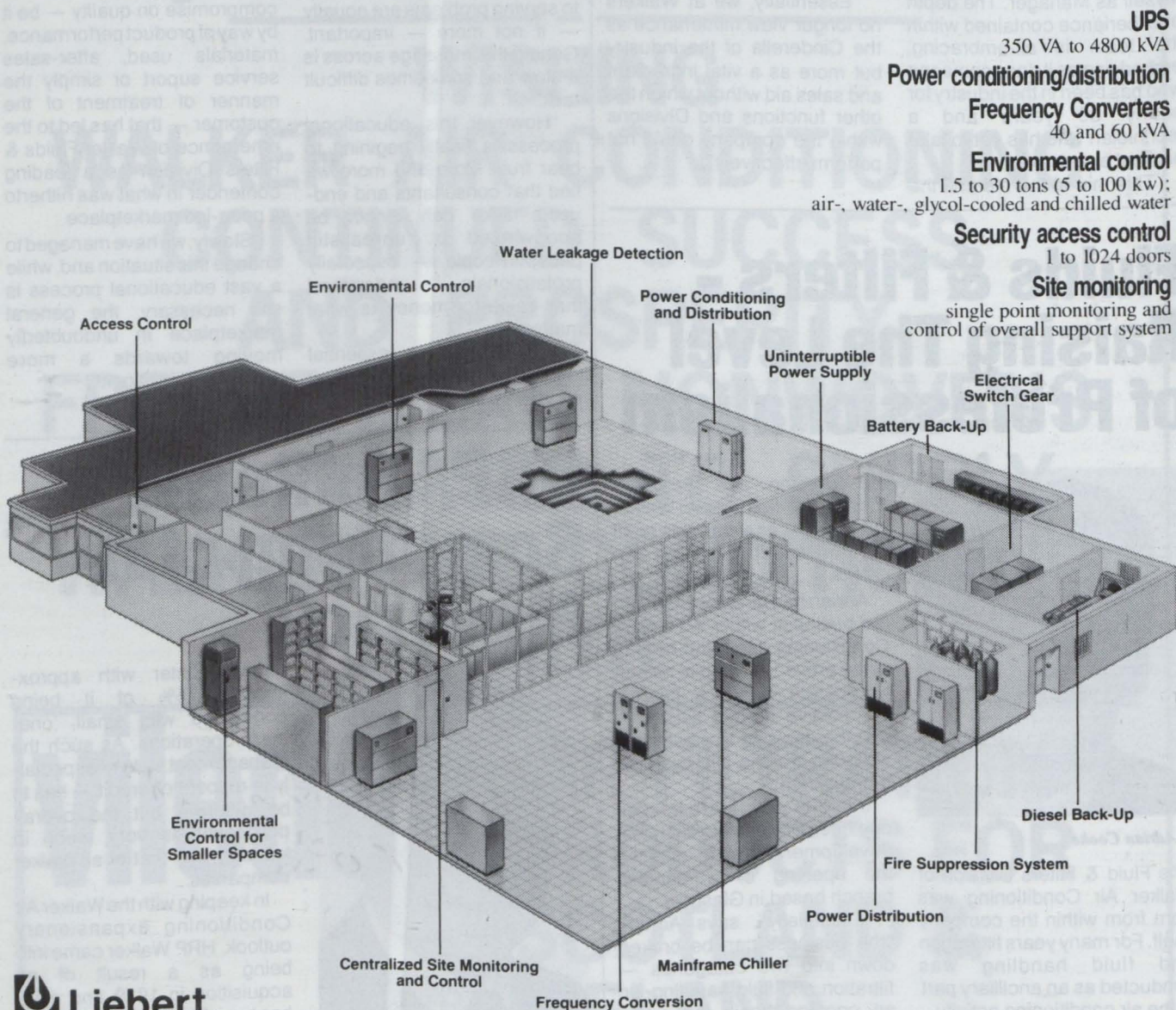
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trying to orchestrate and co-ordinate a sales effort that encompasses a vast array of equipment catering for a wide cross-section of industries, included are meat plants, dairying, fish processing, public cold storage facilities, cooling on farms, etc.

Approximately three quarters of turnover is conducted with both large and small refrigeration contractors over the trade counter while there is a nationwide delivery service for those requiring it.

"Given the nature of the industry sector we're concerned with", says Tony Madden, "we have to offer a comprehensive service comprising good quality products at competitive prices. Added to this is the need for an ex-stock availability, coupled with a first-class service and technical ability.

"This latter point is especially important. In many instances what we offer is a complete design service, free of charge. As many as 80% of our regular customers come to us with a base problem and discuss the likely solution to that problem before accepting our advice to go a particular route.

"We are not interested in the short-term gain. We sell equipment only where we know it is suitable for the specified application. Nor do we sell our products cheaply.

"Nonetheless, we have been in business now for 10 years and in that time we have never lost a customer. Indeed, our attention to detail — especially in facilitating a customer with a difficult task — has earned us a reputation which has gained us new customers.

"Despite some stiff competition, we still aim to be market leader in this field. Hence the importance of our distribution portfolio. Included are the following:-

"HRP — A complete product offering to cover commercial refrigeration applications;

"Searle — A large range of heat exchange equipment for commercial, industrial and air conditioning applications;

"Copeland Corporation Ltd, ie., Prestcold — Large range of semi-hermetic compressors and air and water-cooled condensing units;

RTZ Chemicals, ISC Division — Refrigerants for use in all refrigeration and air conditioning applications and for medical and other hospital uses.

"Also, as I've already indicated, we stock other branded equipment for which we do not have exclusive distribution rights. Essentially, we aim to provide our loyal and regular customer base with whatever it is they require.

"In endeavouring to do this, new opportunities have arisen recently with the increased awareness of the need for greater caution in respect of food handling and storage and with regard to general environmental safety measures.

"Through our principal suppliers we are to the forefront in spearheading the acceptance and greater use of more ozone-friendly gases. Indeed we see that we have a responsibility to do so.

"Being in the business for the long-term gain, I would be the first to admit that there is a commercial advantage for us in adopting this attitude.

"Aiming as we do to lead the marketplace and be No: 1 within this business sector category, it's incumbent on us to take an aggressive and responsible stand on such issues and to encourage our customer base to do likewise.

"Both they and we stand to benefit".



• Dave Stewart

as far as London is concerned", says Dave. "It is an ultra-professional marketplace and that professionalism is expected to run right through every organisation tendering for work.

"It must include the quality of the materials in the product, the manufacture of the product, the installation and commissioning, the ongoing performance and the after-sales back-up. You stand no chance if any of these elements are missing.

"Within Walker Air Conditioning — given the brand/product portfolio we now hold — we have the ammunition to engage in this marketplace. Complementing that is the attitude of the staff.

"Generally speaking, our office is manned from approximately 7am each morning to as late as 8pm many evenings. Nor do we close for lunch. People eventually come to expect that of you and it then becomes a

selling strength.

"This is particularly important. There are no demarcation lines within this office. Everybody does whatever is required at the time. Naturally, each of us specialises in a particular market sector but, our ongoing training schedule is such that we all have at least a basic understanding of every activity the company engages in. And that includes administration staff... even the receptionist.

"We also conduct ongoing education programmes for our dealers and installers/contractors. This is equally important. It's no point in having the quality equipment if it is sold for a purpose not intended or installed in an incorrect manner.

"Generally speaking, we deal with specifiers and end-users/contractors. While both demand the same level of professionalism, a different approach is required.

"Consultants tend to concern themselves more with quality and performance while contractors and other end-users are — while having an eye to performance — primarily concerned with price.

"It is a delicate balance we tread, the main objective being an educational one whereby we try and get the 'value-for-money' message across. Even at that, we must still be price competitive.

"To sum up, professionalism — incorporating everything from the brand/product portfolio to the after-sales back-up and general attitude of the staff — is what sets us apart from our competitors".

London's Calling

London is the newest of the Walker Air Conditioning branch offices. Under Manager Dave Stewart it has seen tremendous growth over the last couple of years. Obviously, London and the South East of the UK in

general has seen something of a market explosion but, while the potential was there, so too was the competition in abundance. It is still the same today.

"Professionalism is the key

WAC Chesterton - Another Dimension to Walker

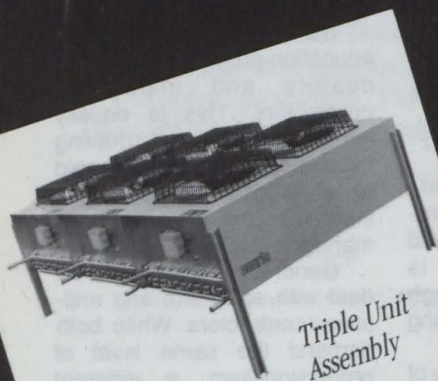
The nature of the WAC Chesterton business is such that the company's day-to-day trading activities are quite removed from that of the Walker Group's core business, ie., air conditioning.

WAC Chesterton deals in the supply of fluid sealing

equipment and associated ancillary peripherals for pumps, flanges, valves, etc on the one hand and what's termed "technical products" on the other hand.

The latter can be broken down into five distinct categories:-

Searle



MDS

MDS Air Cooled Condensers,
Low noise units for single or
multiple installations,
6.6 - 16.5 kW, 34-40 kg.



RDD Air-cooled Condensers.

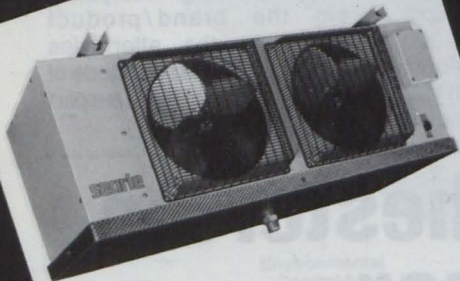
Versatile, Efficient, Reliable.
80 - 870 kW
Adaptable for fluid cooling.



MDL Range

50-480 kW,
2-8 fans, day/night modes
The latest in Refrigeration Technology

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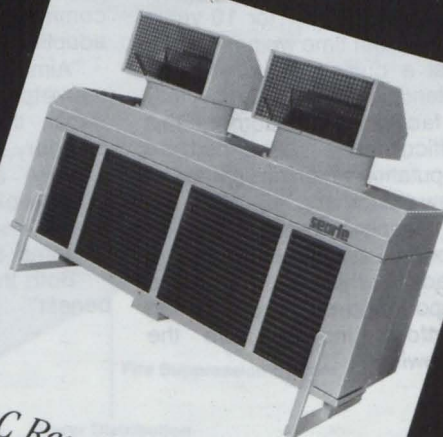


K Range

Our most specified
Unit Cooler,
3900 - 36000 BTU/h

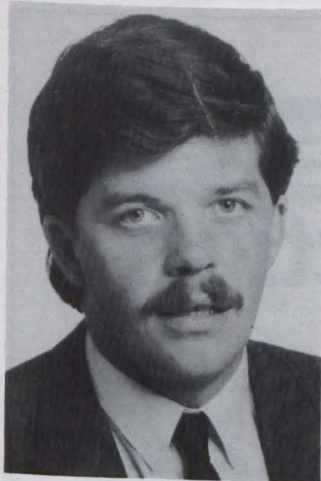


T Range Unit Coolers for ceiling/wall mounting 990 - 4640 BTU/h



FLC Range

Versatile, Multi Option,
Floor mounted Product Coolers
45,000 - 365,000 BTU/h



• **Gerry Phipps**

- (1) Coatings — such as industrial paints;
 - (2) Rust transformers;
 - (3) Cleaners — both water-based and solvent-based;
 - (4) Lubricants — synthetic and petroleum-based;
 - (5) Maintenance products — such as cutting oil, etc.
- There is also a range of Dunlop anerobic adhesives.

However, fluid sealing is perhaps WAC Chesterton's principal business and this is supplied to virtually all industry and business sectors including local authorities, power stations, manufacturing industry, chemical production plants, industrial and commercial operations, creameries, etc.

Indeed, taking the latter and other food-related industries into account, WAC Chesterton has the added advantage in that its product base has Food Drug Administration (FDA) approval.

Like all Divisions within Walker Air Conditioning, WAC Chesterton aims to be market leader in this field of operation. Manager is Gerry Phipps and he explains the Chesterton "pedigree" as "being of over 100 years standing with a worldwide reputation for quality and reliability".

"Chesterton", he says, "have always been to the forefront in fluid handling technology, its continuous ongoing success

stemming from the introduction of the Chesterton split-seal which means that pumps have no longer to be stripped for maintenance and seal replacement.

"Additionally, the conversion to mechanical seal from the packing system allowed for savings on running costs.

"In keeping with this innovative philosophy, WAC Chesterton just recently introduced 'live-loading' which is a means of guaranteeing leak-free, maintenance-free operation of valves.

"Despite such introductions and the fact that we are market leaders, the nature of this business sector is such that nobody comes to us... we have to work very hard at getting and keeping the business.

"In fact, much of our day-to-day trading is won via 'cold calling'. However, what we have in our favour is an excellent product range offering the perfect price/quality combination.

"Coupled with that is our vast

technical knowledge and experience, an extremely important factor in servicing our client base. At times we act more as consultants than product suppliers, but we are happy to do so. Service is all important.

"Another strength in our favour is that Chesterton has two manufacturing plants in Ireland, its only production bases in Europe. They employ a total of approximately 110 people between them.

"Generally speaking, we at WAC Chesterton operate the same overriding business principles as all Walker Divisions but thereafter we tailor our style to cater specifically to the needs of our particular customer base.

"As I've already said... it's all service, providing what the customer wants in terms of quality and availability... and at the right price".

Scotland - Flexibility Without Compromise



• **Ron Fernand**

Of all the other Divisions within Walker Air Conditioning, the Scottish office is perhaps on a par size wise with Dublin, employing as it does approximately 25 people on a full time basis.

There are also many similarities with Ireland from the market environment point of view. The economic conditions which prevail — and the

commercial/industrial development base which forms the nucleus of the air conditioning business — very often originates from the same source, ie., overseas investment, especially in the high technology sector.

Additionally, the marketplace tends to be price-led and thereby very competitive.

While recognising these factors, Manager Ron Fernand says that the main thrust of the Walker Air Conditioning marketing/sales drive throughout Scotland centres on quality, of both service and product/systems.

"Of course we have to be aware of the price-sensitivity of the marketplace but, by emphasising the value for money and the subsequent reliability of dealing with us, we manage to do it successfully.

"The vast majority of

developments are by multi-nationals who come to Scotland to set up European manufacturing plants and office accommodation.

"The advantage for us is that they tend to be in the high-technology, computer-related sector and invariably require specialised air and general environmental controls. This is a particular strength of ours.

"Because of the strength of our product base — and the experience and technical knowledge of our personnel — we are ideally positioned to install and commission customised packaged systems for specific requirements. Detailed design support is also available.

"Hence a great deal of our business is conducted through specifying consultants with whom we work very closely.

"Throughout the 15 years or so we have operated here in Scotland, we have established a very strong name for ourselves, especially in respect of our technical expertise, the quality of our products and — most important of all the level of back-up service we

are prepared to offer.

"We have a team of highly-qualified engineers who oversee the correct installation and commissioning of all the systems we design and who are on standby thereafter at all times to assist with trouble-shooting and emergency call-outs or simply to handle the common after-sales queries.

"To further strengthen this effort we carry extensive quantities of the more common spares requirements at our 7,500 sq ft stores and office complex here in Paisley from which we service the whole of Scotland.

"In addition to the foregoing, perhaps there is an underlying force which also influences the entire operation of the Scottish Office. That is flexibility. It is essential that we serve the market's requirements and do so in a manner that recognises the dominant condition's of that marketplace.

"However, the delicate balance is in doing just that without compromising on quality. Therein lies the real strength of Walker Air Conditioning in Scotland".

Nobody has a greater cooler selection than Elkay.

Elkay offers the widest range of pressure water coolers and bottled water coolers of any manufacturer.

Ideal for office, factory, or home, the Elkay EBS Compact Bottled Water Cooler is a convenient way to put fresh, pure water at your fingertips.

You can select a model that dispenses cold water only, or one that dispenses hot and cold water.

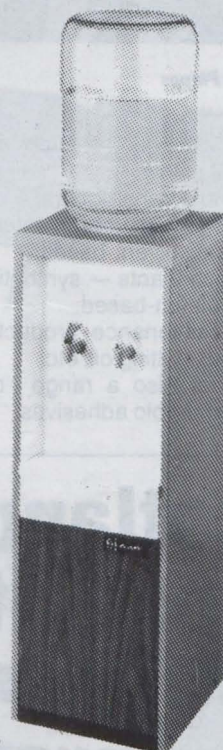
And no plumbing is required to install these units. Your customers simply plug them in and enjoy their water.

An example from our full line of pressure coolers, the Wall Mount Wheelchair Access Model was designed especially for disabled persons.

The Light Touch™ wrap-around pressbar can be operated from any direction, making drinking easier for people in wheelchairs.

And like all Elkay pressure coolers, it comes with the exclusive Flexi-Guard™ safety bubbler to help prevent mouth injuries.

For more complete information on the full line of Elkay pressure coolers and bottled water coolers, write to Elkay Manufacturing Company, 2222 Camden Court, Oak Brook, Illinois 60521. You'll see why Elkay is the king of coolers.



Compact Bottled Water Cooler.



Wall Mount Wheelchair Access Model.

ELKAY®

Where Great Ideas Flow.

© 1987 Elkay Manufacturing Company



PRESTCOLD

Formerly known as Prestcold Ltd, the Copeland Corporation is a leader in the worldwide refrigeration industry.

The Theale-based company is a division of DWM Copeland Ltd, which is in itself a member of the Copeland Corporation USA. At the Theale site refrigeration compressors are manufactured for sale throughout the world. This includes both the Prestcold and DWM brands. The Theale site also manufactures condensing units and has an extensive manufacturing facility. It is also home to Copeland Europe Engineering and the Copeland GB sales office.

With the effect of CFCs on the earth's protective ozone layer becoming a matter of increasing world concern, the Copeland Refrigeration Advice Group has been set up.

CRAG will act as a focal point to collect and disseminate data from Copeland on CFCs. Direct feedback to the

Copeland organisation will allow the company to improve and up-date products in accordance with the latest technology. Data will be obtained from customers, Government bodies, overseas organisations, refrigerant producers and other associations.

A wide range of Copeland products are already available for use with R22, not on the restricted use of refrigerants drawn up by the 1987 Montreal Protocol. Developments will, however, not stop there and monitoring developments from the chemical companies CRAG will ensure that Copeland remains at the forefront of environmentally safe technology.

CRAG is prepared to hold detailed discussions and give presentations to customers, specifiers, installers and maintenance engineers and end users on the use of R22 and associated equipment. Advice offered by CRAG is free of charge and confidentiality is respected.

developed for individual customers which may include several functions. Typical of these is a controller for air conditioning, which combines temperature control, time delays and fan motor speed controls and has a touch-sensitive switch panel and LED status indicators.

EDC was the first company to design, develop and manufacture an all-electronic controller for the air conditioning industry and was also responsible for designing an infra-red remote operation controller for the air conditioning industry.

Although EDC products find

their way into many different fields, the major markets are the air conditioning, refrigeration and Spa fields, of which EDC's main concentration is on air conditioning. To generalise, EDC products can all be thought of as being for the control or protection of installations.

The exception to this is perhaps their most successful products — the Waterway "MasterPump" condensate removal system. This is neither a control nor a protection item, but a product in its own right.

CHESTERTON®

The A W Chesterton Company has a proud heritage of family ownership dating back to 1884 and spanning four generations. Chesterton products have become standards of excellence around the world. Chesterton Technical Applications Specialists have won the respect of plant managers and maintenance engineers for their ability to reduce operational costs and to provide total system solutions.

Chesterton distributors are located in every major industrial centre of the world.

Staffed with factory-trained technical specialists and maintaining extensive inventories, they can provide immediate product recommendations and off-the-shelf delivery.

Chesterton is committed to making continual improvements in products, services and manufacturing processes and spends 30% above industry average on research and development.

The Chesterton manufacturing facility in Dublin has recently received the Quality Mark and the plant in Bantry is in the process of earning it.



EDC

EDC International designs and manufactures electronic controls based upon temperature, time, speed, position, humidity, for controlling heating refrigeration, air conditioning, ventilation, Spa's, showers, vending machine, jetted baths and general machinery.

There are two distinct product areas:-

(1) The standard range,

comprising single-function controls, such as electronic thermostats, time relays, liquid level controls and icebank controls for beer and milk coolers, and various devices for protecting equipment against the damaging effects of over-temperature voltage, current and speed.

(11) Special products which include modification of the standard range to suit specific customers and controls



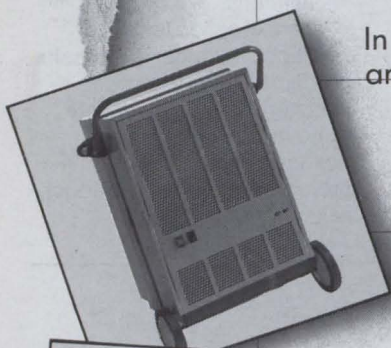
MENERGA®

Systems for Heat Recovery

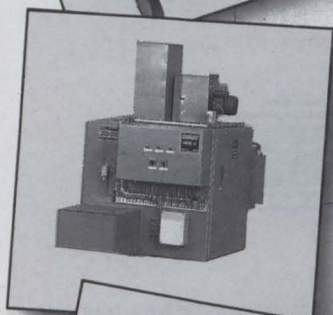
For over 10 years Menerga has been building manifold technical solutions of air conditioning and heat recovery and distributing them as ready-to-use-devices. Thanks to the

clever combination of recuperative heat recovery and an additional heatpump in one single system, the Menerga group holds the leading position in the field of air conditioning and heat recovery for indoor swimming

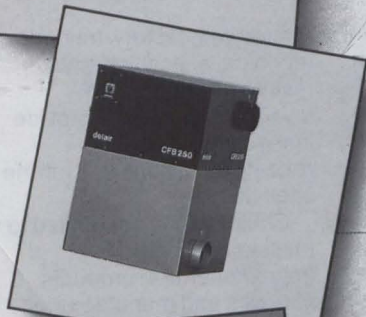
WILL IT STAY DRY TODAY?



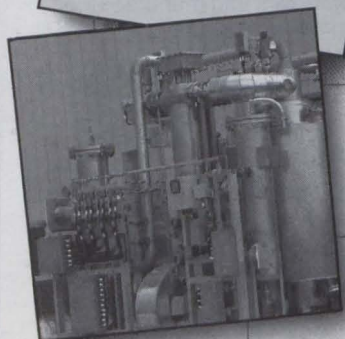
In many businesses the answer to this question doesn't have to depend on the weather. Damp can spell disaster for paper, pills and powders in storage. Or for electronic components, or sweets during production. Or for compressed air and process gases.



With Delair you'll keep dry, whatever the ambient conditions.



Delair offers technically sophisticated systems for conditioning atmospheric air, compressed air, and process gases.



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dry ✓

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pools in Western Europe.

More than 3,500 Menerga units have been installed in European public indoor pools. Together they have saved 700,000 MWh/years of energy. This is equivalent to the use of 100,000 tons of oil, whose combustion would have polluted the environment with 375,000 tons CO₂/year, 580 tons SO₂/and 210 tons NO/year.

Originally concentrating on air conditioning and heat recovery for indoor pools, Menerga has since developed energy systems for many different tasks. The spectrum reaches from industrial air-drying units to the heat recovery from waste water and to the combined

supply and purification of water for spa-pools linked with swimming pools.

The company gives particular attention to the recently-developed Resolair-technique. This technique makes use of regenerative heat recovery and obtains the highest temperature efficiency ever reached in air conditioning technique: 85 - 95%. It is very versatile, almost universal in operation and qualifies for the air conditioning of sports facilities, residential premises, restaurants, shops, theatres, cinemas, museums and other applications. Resolair's big advantage is the possibility to recover either heat or cold.

GIRDLESTONE

a major force in pumping

As the pace of technology continually gathers momentum, the challenges that face industry into the next century assume ever greater proportions. At Girdlestone Pumps those challenges are being turned into opportunities to design, develop and produce pumps to meet a more demanding and sophisticated market.

The needs of the market have changed considerably in recent years as industry produces and handles more volatile, hazardous and viscous liquids.

In response Girdlestone, family owned and controlled since its foundation in 1889, has been producing pumps and pumping equipment for a wide and diverse range of industries. These include not only the chemical, distilling, marine and pharmaceutical industries, where the company has been prominent for many years, but also increasingly the oil, gas, petrochemical and nuclear energy markets.

The underlying factor to the success of Girdlestone's operations has been a continuing commitment to the development of improved

designs and materials for pumps by using computer aided design systems combined with extensive testing and research.

Innovative approaches to design have led the company into developments like special shaft sealing configurations and volute designs, which combine maximum mechanical strength with rigidity, to handle the most volatile liquids safely and reliably.

This flair for design engineering has also made Girdlestone a major producer of packaged equipment for operation in the most complex process installations.

Girdlestone produces a core range of pumping equipment, including the latest 900 series, centred on three lines of single stage, end-suction centrifugal pumps with flow rates to 1,000 m³/h and differential heads up to 150m.

Manufactured from a wide range of materials — including stainless steel, cast iron and even titanium — each pump is specifically designed for its application from simple water pumping to highly demanding process duties.

Honeywell

Honeywell is part of an international corporation based in Minnesota which employs almost 79,000 people in many different parts of the world. Just under 2800 Honeywell employees work in the UK and Ireland.

Honeywell is the largest controls manufacturer in the world. It is diverse, innovative and sensitive to market needs. It offers very high quality and value for money. Above all, Honeywell is a company that finds solutions to customers' problems by the application of its expertise in many different technologies.

Honeywell is a versatile manufacturer. It has by far the largest share of the UK market for relatively simple mass-produced products like

domestic thermostats and gas control valves yet it also leads in the supply of unique multi-million pound process control systems for the petrochemical industry.

An innovator, Honeywell applied the micro-processor to central heating controllers before its competitors and pioneered demonstrably more cost-effective methods of direct contracting in the construction industry.

Honeywell personnel are well trained, highly-skilled and experienced. The company's methods are endorsed by the award of BS 5750/ISO 9000 accreditation.

Walker Air Conditioning's Fluids & Filters Division distributes Honeywell's electronic air cleaners.

VOKES

Vokes Ltd has been a specialist in filtration technology for over 60 years and is an acknowledged leader in the manufacture of air and liquid filters.

The centre of the company's research, manufacturing, administration and sales activities is Henley Park, a self-contained site in rural Surrey.

As part of the company's policy to expand its involvement in Europe, Vokes BV located near Utrecht in Holland has been established to provide a distribution and sales base, supported by an associate office in Essen, West Germany.

In the USA, Refill Filter Co.

Inc. is a wholly-owned operating subsidiary of Vokes Ltd, manufacturing replacement filter cartridges.

Vokes reputation is based on manufacturing a range of high quality filters which provide practical solutions to filtration problems in diverse applications, backed by a programme of continuous product development.

The company has its own research and development facilities which include metallurgy and chemistry laboratories, along with specialist equipment for filter testing and performance validation.

Vokes' manufacturing facilities are broadly based and reflect the diverse nature



A happy year for a happy company.

*Congratulations to Walker Air Conditioning Ltd
- our partner of long standing -
on their Silver Jubilee.*

*Our best wishes are herewith extended for
the coming 25 years.*

condair

Condair Ltd., Switzerland

A company of **WMH** - Walter Meier Holding AG

Coopers & Lybrand is one of the leading firms of chartered accountants and management consultants in Ireland.

Coopers & Lybrand offer financial and business advisory services to a large range of clients which include individuals, small owner managed companies, public companies and semi-state bodies. The principal services are as follows:

- Auditing
- Corporate and Personal Taxation Advice
- Management Consultancy
- Corporate Finance Services
- Reconstruction and Insolvency
- Company Secretarial Services
- Personnel Recruitment Services
- Personal Financial Planning Services
- Legal Support Service
- Pensions Consultancy Service
- Customs Planning Services
- Specialist Services to Small/Medium Businesses



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of the company's business, which ranges from the manufacture of disposable filter cartridges, to the fabrication of filter vessels.

The company has considerable experience in the specification and selection of filter media to suit particular filtration applications and the facilities to convert media into a wide range of disposable filters. This includes the use of glass and synthetic media to remove contaminants from air flows, membrane media for the filtration of pure water supply systems and synthetic felts for the treatment of heavy fuel oils.

Vokes also has extensive machining and fabricating facilities for the working of carbon and stainless steels. The company's capability ranges from the manufacture of fuel and lubricating oil filters to pressure vessel specifications, to the fabrication of high efficiency air filter containment systems to some of the most demanding performance requirements.

In addition to Vokes' standard range of products, the company is also able to adapt to meet particular customer specifications or the requirements of major contracts.

condair

There are various techniques to humidify dry air. Thirty years ago Condair Ltd in Münchenstein, Switzerland chose a way, namely to humidify air by steam, because steam guarantees an efficient, odourless and above all hygienically-clean humidification.

Today Condair is the leading manufacturer in the field of steam humidification. It designs, develops and manufactures humidification equipment for every conceivable application required by today's sophisticated industries, for the trade and for the residential area.

A comprehensive in-depth know-how, highly-qualified engineers, modern production facilities, a thorough up-to-date quality assurance and an extensive, worldwide net of specialised distributors with their own service personnel guarantees that Condair products fulfill today's highest market requirements.

In 1985 the manufacturing plant was completely destroyed by fire. During the reconstruction phase it was decided to separate the plastic moulding and tooling

departments, the result of which led to the founding of the new sister company, namely Plascon Ltd.

Plascon is now the supplier of all plastic parts for the Condair steam humidifying equipment. A close cooperation between the Condair engineers and Plascon specialists safeguards Condair's high quality standards.

In March 1989 Condair introduced a completely new and trend-setting product concept — the Condairmatic MC the Condairmatic MC/LS master/slave link-up system.

These new steam humidifiers combine engineering know-how and microcomputer technology to cover practically every conceivable customers' demands and to provide for greatest possible convenience. Operating, maintenance and servicing are easy to handle.

All Condair products meet the highest-quality requirements of today but also include the demands of tomorrow. The Condair concept of quality assurance entails three levels, tailor-made to each product — Quality planning, quality control and quality inspection.



IWAKI PUMPS

Iwaki is part of the giant Iwaki of Japan corporation which is the world leader in fluoro plastic magnetically coupled centrifugal pump units.

It has a presence in virtually every country in the world, be it by way of wholly-owned subsidiaries or appointed distributors.

Worldwide sales are currently running at £100 million.

Principal areas of application are the chemical, pharmaceutical, metal finishing and photographic industries where virtually all conceivable fluid movement requirements are catered for.

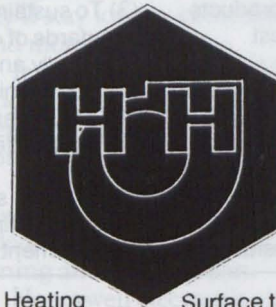
The extent of the range is vast with pump motor ratings from as little as 3W running right through the spectrum up

to those with 37Kw.

Iwaki of Japan was established over 30 years ago and maintains its dominant market position by investing substantial sums in research and design and thereafter making available to the specialist industries it serves innovative pump units which are manufactured to exacting standards using advanced production techniques.

Walker Air Conditioning's Fluids & Filters Division gets its supplies from Iwaki (UK) Ltd where British built motors are assembled to the finished pump units as imported from Japan.

Iwaki (UK) management have been associated with Iwaki of Japan for over 20 years, first as employees of the then distributor, and then as owners of Iwaki (UK) Ltd.



Holland Heating was founded in 1955 and now owns production plants totalling 12,000 sq m. The object of the organisation is to develop high-class air-conditioning components which come up to the strictest requirements.

The staff of engineering experts and experienced project developers contribute to the realisation of this aim.

The company owns a modern, well-equipped machine park. Numerically controlled machinery allows for the highest degree of precision and quality, at the same time keeping the cost of production at an acceptable level.

Surface treatment is applied by means of a mechanical process, complemented by a hot air chamber.

The production program covers an extensive range of air-handling units. Besides the standard series, there are non-standard designs.

Various versions, such as sandwich panel units, multi-zone units, weather-proof units etc, can be delivered.

Regenerative and recuperative heat recovery systems take an important place in the product range.

The full range of air-conditioning units covers air volumes from 0,3 m³/s up to 70 m³/s.

The basic philosophy of Holland Heating is to create

optimum possibilities of selections. This means that the end-users eventual choice may lead to both a low energy consumption and a minimum

sound level.

All components used are of a superior quality, which results in long life products.



the today people

HRP Sales Ltd is the UK's leading wholesaler of components and service products for the refrigeration and air conditioning industries. It was established in 1945 by William Curtis whose son, Kingsley, is the current Chairman.

Product quality is constantly monitored and only the best is included in the 800-page HRP catalogue. Full engineering and product application services are always available.

HRP's major investment is in its people. Training, in engineering, in sales and management techniques and in customer care is a priority.

HRP works closely with top international manufacturing companies to make sure that only the best quality products are supplied at the best possible prices.

HRP's role in the distribution of refrigerant gases is a unique one with a safety monitoring and product record system second to none. Information such as this will be the key to the successful

negotiation of a secure transition to 'ozone benign' products in the years ahead.

The company exists, of course, to ensure its own financial security but it believes always in contributing to the general public good and to the quality of life in the community. Therefore HRP has set these objectives:-

- (1) To maintain the position as the leading supplier to the refrigeration and air conditioning industry, by carrying out work in the most professional manner to ensure complete satisfaction to customers;
- (2) To distribute the widest range of products offering unrivalled value and to generate optimum market share for suppliers;
- (3) To sustain the highest standards of customer service by friendly and responsive staff, convenience of location and the fastest deliveries;
- (4) To provide continuous staff training;
- (5) To make sufficient profit to finance continual improvement.

space on 54th Avenue in Cicero, a western suburb of Chicago. At this point the work force numbered 110 employees.

Elkay products ranged from hydro-therapy bath tanks and operating room equipment for hospitals, clinics and sanitariums, so stainless and galvanized steel equipment for schools, chemical laboratories and industrial plants. There were special lines for churches, hotels, restaurants, etc.

After the war, the foresight of Elkay's management brought about a shift in focus to the residential market. This resulted in entering a far more profitable area. As is typical of the Elkay experience, the company soon became the chief manufacturer in the country of stainless steel residential sinks.

Innovation — ideas that carry out change for the better — has been a hallmark of the company. An innovative Elkay has chalked up many firsts.

Elkay was the first company: • To promote the idea of styling in kitchen sinks, taking into consideration that a sink

should be more than just a basin on four legs;

- To introduce the corner sink, the space saver;
- to manufacture the sit-down sink, a convenience for the handicapped;
- to manufacture the first three-bowl kitchen sink, today copied in the same style by virtually every sink manufacturer;
- to introduce the extra-capacity sink;
- to introduce the sink with a light;
- to introduce the first pop-up drains in kitchen sinks;
- to promote safety with the Flexi-Guard Bubbler;
- to produce the non-splash Cascade basin;
- to introduce the advisory board concept for representatives.

Those elements — the ability to change with the times, to carve out a company's proper niche in an industry, to "go one step further" in fulfilling customer demands, to be the first with new workable ideas — go a long way to defining Elkay's success.

searle

For over 30 years Searle has been established as a market leader for the supply of air side heat exchange equipment in Europe.

Occupying a 21-acre site in Fareham on the south coast of England, the production, research and development complex covers an area in excess of 16,000 sq m.

Nearly 400 people are employed at the company covering all aspects of marketing, design, development, production and quality assurance.

The very latest production techniques are used in the manufacturing facility which boasts more specialist equipment to manufacture heat exchange products than any of its competitors in

Europe.

Hewlett Packard computers assist in systemising the production and material management functions as well as the usual financial and sales/order control; computer aided engineering is also used as an integral part of the design and quotation service.

Each new component to be used in production undergoes vigorous testing in the well-equipped laboratory. This sets the standards which are then strictly controlled by the quality assurance team.

Research and development teams are also working to anticipate the needs of the future with noise control and energy conservation high on the list of priorities.

Substantial development programmes ensure that Searle maintains its position of

ELKAY

ELKAY Manufacturing Company was founded in 1920. The company's early years were ones of continual growth with several moves in order to obtain more space so that, by the end of its first ten years

existence, the firm had grown seven times its original capacity.

A decade later, by 1940, Elkay had nearly doubled its capacity again. In 1945, Elkay was located in a concrete and steel plant with more than 52,000 square feet of floor

**We are building
technical units
to **take care**
of human beings**



The very oldest requirement of the human being is comfort. For that purpose pleasant conditions of air and warm water are required. To satisfy those needs in most cases energy has to be used. Through this, environmental pollution occurs and costs are higher. It is essential and necessary, that the use of conventional energy sources can be reduced, applying the most efficient technology.

Menerga® builds energy systems for rooms in private houses, pool halls, sport centers, shopping centres, theatres, offices, laundries, drying of industrial buildings etc. Those systems reach the most economic operation in terms of energy recovery from exhaust air and waste water.

Menerga® energy systems are developed, designed and built by our own specialist engineers in heating, air conditioning and control systems. Those results and teamwork give the necessary guarantee in solving the different problems.



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A Honeywell electronic air cleaner will give your business a lift by making your premises more pleasant for customers. They'll stay longer, come more often and spend more!

It will remove up to 95% of particulate matter in smoke, dust and other pollutants by actually *cleaning* the air – not just sucking it out or circulating it.

Your heating costs will be reduced because your premises will need less outdoor air and you'll spend less on cleaning and redecoration.

Honeywell electronic air cleaners will do all this reliably and economically, needing only occasional maintenance.

Find out more about lifting your sales the Honeywell clean air way. Contact the address below today for a detailed literature pack.



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Honeywell

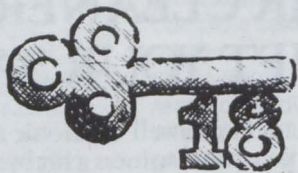
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NO SILVER JUBILEE

*But we're
jubilant too!*



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to Walker Air Conditioning.



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*Congratulates
Walker Air Conditioning
on their
Silver Jubilee Year
and wish them
continued success.*



market leader by keeping abreast of changing market requirements and by the introduction of the latest production techniques.

Searle's market leadership is based on first class design, superb production facilities and superior technical sales support.



Viledon®

Air filtration products play an increasingly important role in providing clean-air environments. One major contribution is the Viledon range of air filtration products produced by the Gas Filtration Department of Freudenberg Nonwovens Ltd.

Formed in 1981, the department was set up to cater for specialist applications such as gas turbine air intake filtration as well as a general broad range of filtration products.

Today, the range of products includes compact pocket filters, particle filtration products and various filter cartridges for specialist dust collection applications.

Viledon air filtration products are used in air conditioning plants, the pre-filtration of supply air to plant spraybooths in the automotive

industry, controlling air pollution in the chemical industry and contributing to clean room environments in many commercial and industrial situations.

Each filter is constructed from high-stability, mechanically and chemically bonded, nonwoven, leak-free material with a high burst strength, excellent dust holding capacity, resistance to shock loading and an ability to perform in moist environments.

Two recent products — the T60 and the T90 — have further improved the efficiency of high-demand applications such as those encountered with industrial compressors. The improvements include a lower operational pressure drop and a higher dust holding capacity and arrestance with harsh dusts than the more usual types of filter.

There are 30 Carrier manufacturing facilities around the world, four of which are focussed on supplying equipment to meet European standards. Carrier's parent company spends upwards of US\$50 million annually on a sustained research and development programme targeted at two key objectives.

The first is to generate new products, processes and systems and the second is to subject established products to continuous examination,

refinement and improvement.

So successful is Carrier's engineering development programme that it holds more than half the worldwide patents on air conditioning products.

Carrier's proud claim is that from the largest centrifugal chiller to the smallest room air conditioner, whatever the constraints of any individual building or sector within a building, there is a Carrier product or system to suit.



**RTZ Chemicals
ISC Division**

The ISC Division of RTZ Chemicals manufactures a wide range of essential chemicals for the modern age. In addition to being the largest supplier of sulphuric acid in the UK, ISC is the only manufacturer of both anhydrous and aqueous grades of hydrofluoric acid for commercial sale. This hydrofluoric acid has enabled ISC to become a world leader in fluorinated chemistry, developing the technology to manufacture the ISCEON range of refrigerants and foam blowing agents, which have been successfully distributed by HRP/Walker for many years.

The Flutec range of ultra-pure fluorocarbon fluids, used in electronic applications and the medical field as a blood substitute, together with Fluoroaromatic compounds, used as building blocks for the production of many life saving drugs, are further examples of ISC's fluoro-chemistry

expertise.

The Isceon range of refrigerant gases have been an essential commodity of the refrigeration industry for many years. However, with environmental concern over the possibility of CFCs affecting the ozone layer, there has been a trend towards increasing use of more environmentally-friendly refrigerants, such as Isceon 22.

To meet this demand, ISC commissioned a new production plant of its own design in 1988, which underwent a capacity increase during the summer of 1989. Furthermore ISC is dedicating more than 50% of its research effort in the development of additional environmentally-acceptable replacements for CFCs. Materials such as HFA 134a and HFA 123 are already being produced in development quantities as potential replacements for Refrigerant 12 and 11.



Every building contains its own internal climate. Conditioning that climate, for comfort or close control, is the business of Carrier, the world leader in air conditioning for over 80 years.

In 1902 Willis Carrier developed the world's first mechanical air conditioning system and throughout the 20th Century Dr Carrier and his successors have pioneered many of the world's

major advances in mechanical cooling, heating, humidity control and refrigeration.

Today Carrier, a subsidiary of the United Technologies Corporation, is a major global concern with annual sales in excess of \$30 billion. More than 350 Carrier product lines and systems in almost 20,000 model configurations provide controlled conditions in more than 120 countries across six continents.

delair®

Delair was founded in 1936 by a young university graduate who wanted to exploit the results of

his studies in the field of desiccants. The company began by producing 'Silica Gel' for inhouse use which was incorporated in a rotary

PEUGEOT 405

ARE WE CHARGING ENOUGH?

Viewed from any angle, the Peugeot 405 is an outstanding car with an outstanding pedigree.

With its smooth performance, superb roadholding and its unmistakable Peugeot style, little wonder that in its first year, the Peugeot 405 scooped award after award, including the prestigious European Car of the Year award.

With so many awards to its credit, it has suddenly dawned on us. At its starting price of £11,795*, are we charging enough? It's such a small price to pay for a car offering so much.



PEUGEOT 405



THE LION GOES FROM STRENGTH TO STRENGTH



A MEMBER OF THE GOWAN GROUP

Consult Golden Pages for dealer list. *Price quoted ex-works. Dealer delivery pack extra.

***We supply the product . . .
... HRP-Walker give you the service
and Ex-stock Availability***

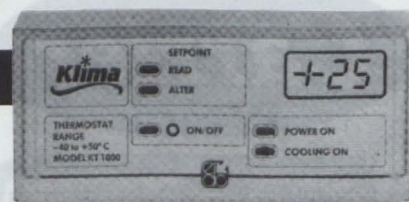
MASTERPUMP

— the condensate removal system that beats all the others.



KLIMA RANGE

— hi-tech and attractive digital controllers, temperature alarms and protectors



ELECTRON RANGE

— low cost electronic head pressure controls, timers, voltage protectors and fan speed regulators



EDC INTERNATIONAL LIMITED

24 Horseshoe Park, Pangbourne, Reading, Berks. RG8 7JW England.

Tel: (0734) 842040/842991 Telex: 847241 EDC INT. Telefax: (0734) 845300

dryer called the 'Rotadryer'. This proved to be a major breakthrough in achieving constant outlet dewpoint which could not be realised by refrigeration dryers which used the principle of cooling the gas stream and condensing the moisture.

A large number of Rotadryers were sold in the Netherlands.

The line of refrigerant dryers were manufactured for compressed air application. This activity resulted in a close co-operation with Atlas Copco Airpower, a leading manufacturer of air compressors. To date, over 30,000 compressed air dryers for Atlas Copco have been manufactured and sold worldwide.

Delair drying expertise extends to equipment for drying of instrument air, natural gas, inert gas, nitrogen and other gases. Wave guide dryers manufactured by Delair for use in the telecommunication field find

worldwide application. As specialists in the field of drying, extending this expertise to the dehumidification field was an easy job and today Delair are specialists in the field of dehumidification.

That's a lot to handle under one roof. Delair moved into their new and modern facility, the opening of which coincided with the golden jubilee celebrations. The Dutch enjoy cycling but cycling within the plant would not be only a hobby. It is indicative of the size of the area of the plant that the use of bicycles is necessary for inter department commuting.

The covered area of 40,000 sq m under one roof houses the most modern sheet metal facility backed by highly qualified manpower to realise products of the finest quality.

The plant situation is at a vantage point with road, rail and air connections close by to ensure effective delivery to distributors such as Walkers.

improved performance and availability. These systems provide complete environmental control and electrical power protection.

Combined with centralised monitoring and control, they represent a totally integrated computer support network.



Heenan Marley Cooling Towers Ltd, a wholly-owned subsidiary of the Marley Cooling Tower Company USA, has been active in the design and manufacture of evaporative water cooling towers and associated equipment since the early years of this century.

As Heenan Coolers, then part of Heenan and Froude Ltd, the company progressed and by the 1940s and 1950s was a leading UK company in its field. In the mid 1950s a licence agreement was concluded with Marley USA to manufacture several of its ranges of factory-assembled towers which, together with Heenan's own designs, enabled the company to continue to hold a dominant position in the UK and develop export markets, particularly in Europe and the Middle East.

In 1979 Heenan Coolers became a subsidiary of Marley

USA and incorporated "Marley" into its name. The subsequent development of closer ties with Marley — a world leader in the design and manufacture of cooling towers — enabled the company to expand its activities to include site-erected cooling towers as well as benefit from the considerable thermal engineering experience and R&D commitment of the Marley company.

Since the early days Heenan Marley has supplied cooling towers to all the major companies, nationalised industries and government organisations. This has continued to be the case.

The company's export activities have also been expanded and during the same period towers have been exported to most European countries, Middle East, West and North Africa, Hong Kong, Singapore, Malaysia, Indonesia and Pakistan.



Liebert International BV is a wholly-owned subsidiary of Liebert Corporation, Columbus, Ohio, which is a division of Emerson Electric Corporation, St. Louis, USA.

First established in Cork in 1981, the operation moved to the present facility in May 1983.

Liebert manufactures high-quality environmental control systems, the product range covering Modular Plus, Deluxe System/3, Challenger 2 and CSU3000.

Markets served from the Cork plant include Europe, Far East, Middle East, Australia and South America.

Liebert employs a highly-trained workforce which has grown from 14 in 1983 to 220 in 1989. Strong emphasis is placed on workmanship standards, training and on quality certification programmes. In addition to its

own schemes, local training and education institutions are availed of in building and developing the company's broad range of skills.

Unit capacity is 75 per week with facilities for 3-shift working. Floorspace available is 110,000 sq ft with production control by an IBM System 38 mainframe using MAPICS manufacturing package.

Liebert direct sources from the Cork facility their complete component requirement in Ireland, USA, UK, France etc.

A formal quality structure in both product quality and quality systems is used throughout with written workmanship standards and a written quality procedures manual.

Approval to BS5750/ISO9000 is expected by January 1990.

Liebert is a single source for systems that protect the computer investment through

OVERLEAF

A full list of the principals for whom Walker Air Conditioning and its associated divisions act as Irish distributors is given overleaf.

WALKER AIR CONDITIONING & ASSOCIATED DIVISIONS DISTRIBUTORSHIPS

PRESTCOLD
CHESTERTON
EDC
MENERGA
VOKES
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HONEYWELL
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CARRIER
DELAIR
FREUDENBERG
RTZ CHEMICALS ISC DIVISION
LIEBERT
HEENAN MARLEY

R12
↓
THE R22
↓
WAY R134a
AHEAD
ISCEON
REFRIGERANTS

from



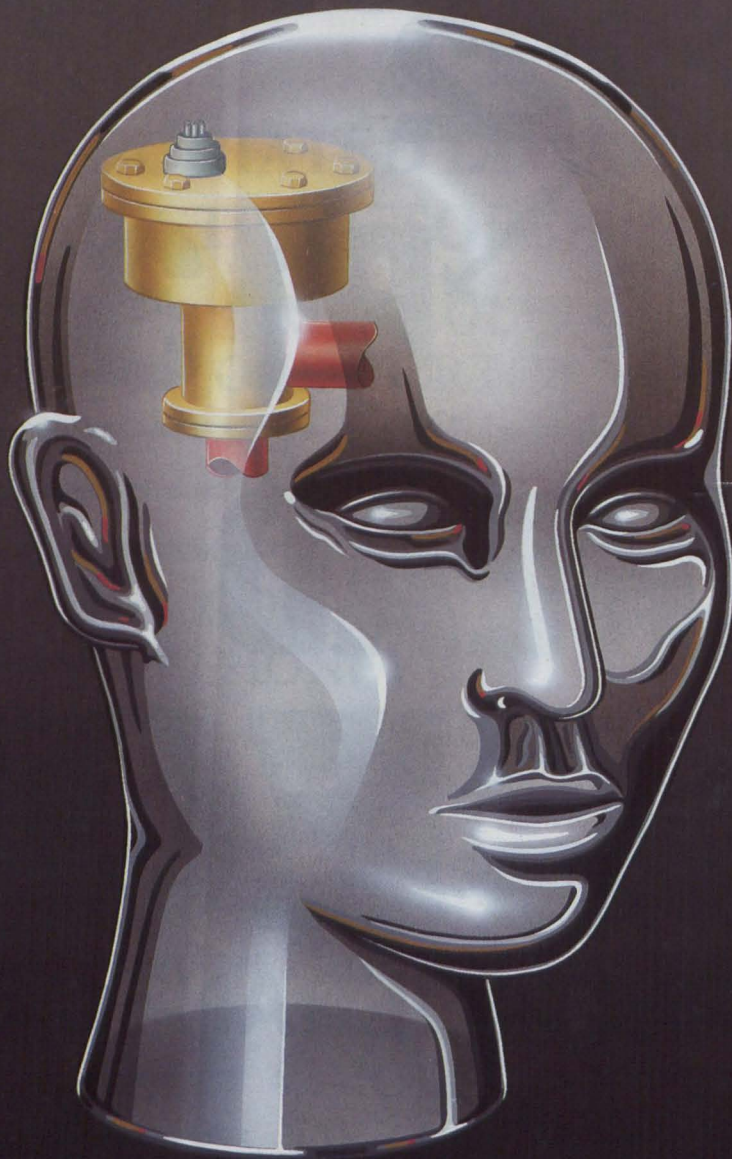
RTZ Chemicals
ISC Division

St Andrew's Road, Avonmouth,
Bristol BS11 9HP, United Kingdom.
Tel: 0272 823631 Telex: 44256 ISChem
Fax: 0272 822688

*Distributed by
HRP Service Centres throughout the UK
and HRP Walker, Dublin.*

ISCEON is a registered trade mark of 'I.S.C. Chemicals Limited'

FloTronic, *still* the chiller with the highest IQ



—any other chiller is just plain dumb!

Only in Carrier's FloTronic chiller does the microprocessor communicate directly with the unique, fully integrated Flotron electronic expansion valve to ensure the lowest possible energy consumption. By operating down to a pressure differential of just 15 psi, Flotron reduces compressor motor power requirements, greatly improving the unit's COP. It makes any other valve seem almost primitive!

A whole host of cost saving benefits result from this

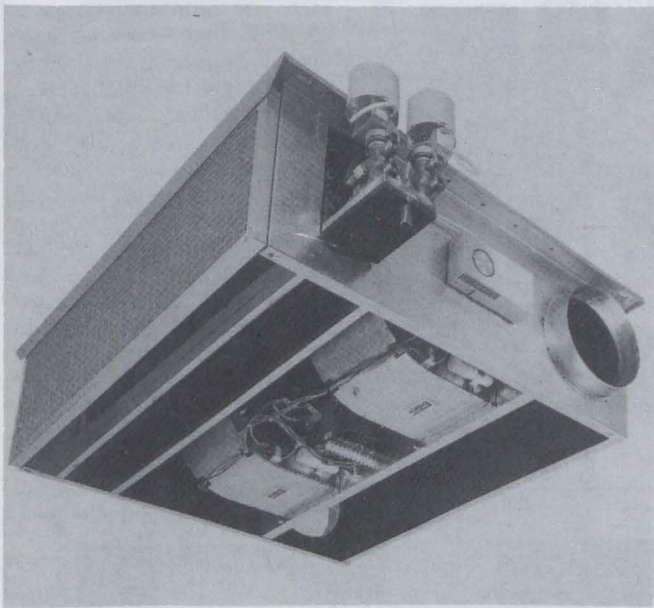
unique communication between Flotron and the computer, not least gains of up to 28% in part load efficiency, advanced energy management capabilities and water temperature accuracy to within 1°C. And, if that's not enough, a diagnostic module controls and monitors every function to minimise and simplify servicing.

Flotronic chillers are now so efficient, there might never be a better choice. But we'll keep trying.

Carrier

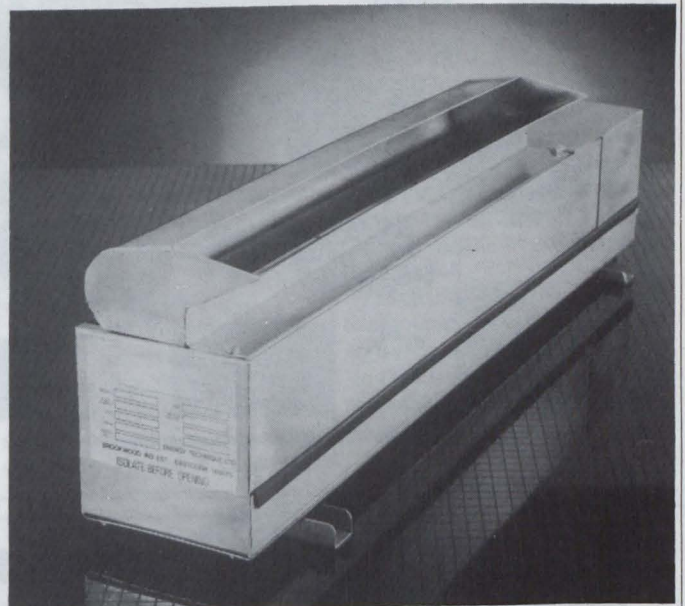
FENERGY ECHNIQUE LTD.

The 'CV' & 'FV' Fan Coil Unit and Electrosonic Humidifier



CF and FV Fan Coil

More than just a fan coil unit the 'CV' & 'FV' range from Energy Technique was evolved from the most consistent demands from consultants and contractors for 'systems engineered' products.



Electrosonic Humidifier

ADVANTAGES

- Low Energy Input
- 90% Lower than Electrode Boilers
- Adiabatic Cooling 650 Watt per kg/h
- Minimises Health & Hygiene Risks
- Low Maintenance Costs
- Engineered for the Industry
- Fast Response for Flexible Control
- Silent Operation



*Specialists in Heating, Ventilation,
Refrigeration and Air Conditioning.*

126 Church Street, Dublin 7.

Telephone 01-724500/724071. Fax 01-724823.

Boiler Cleaning Made Easy

Sootbreaker CDR 16 boiler cleaning powder from Kamco has been improved with a more powerful formulation and convenient new packaging. The product is designed to chemically clean soot and products of incomplete combustion from the fire side of oil, coal and gas fired boilers

while they are actually firing.

Manual cleaning of boilers by brushing and scraping is time consuming, requiring much physical effort. Sootbreaker makes the process much quicker and easier by burning away much of the combustion deposits (which is what should happen in the first place).

Sootbreaker tubes are thrown, unopened, into the combustion chamber once the boiler has been brought up to temperature, often via the sight glass aperture, and the boiler re-fired immediately.

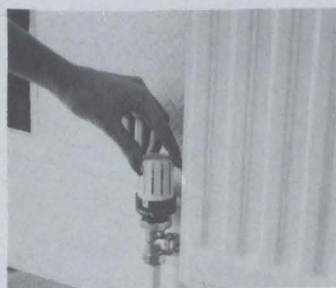
This causes the Sootbreaker to liberate large quantities of highly reactive oxygen, oxidising any combustible matter, such as soot, and leaving any residue loose, dry and powdery, so that it may be vacuumed out if necessary.

The product is a grey/green powder, packed in plastic tubes, each one sufficient to treat a 100,000 Btu boiler. Larger boilers may be treated by calculating the number of tubes required from a simple formula, and larger packs are also available.

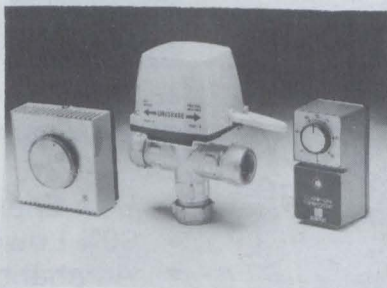
The plastic case for each Sootbreaker tube resists damp and moisture, yet burns completely within the boiler, while tube ends are heat-sealed to ensure that the tubes can withstand the rigours of a service engineers van!



● Sootbreaker CDR 16, Kamco's new boiler cleaning powder.



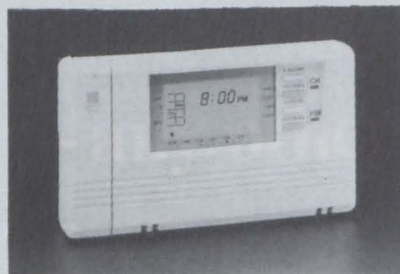
TERRIER THERMOSTATIC RAD VALVE



UNISHARE PACK



2 PORT MOTORISED VALVE



S.D. 50
24 Hour 2 Channel Programmer



RADIATOR VALVES
Terrier and Belmont radiator valves.



CLOCK BOX II
Pre-Wired



PEGLER LIMITED

St. Catherine's Avenue, Doncaster DN8 5F.
Phone: 030302 - 368581 Fax: 030302 - 367661

Sole Irish Agent:

Manning & Usher Limited, 17 Kingswood Drive, Kingswood Hts, Dn 24.

Phone: 522401/509761 Fax: 552409

COMPLETE
ENERGY
CONTROL
FROM
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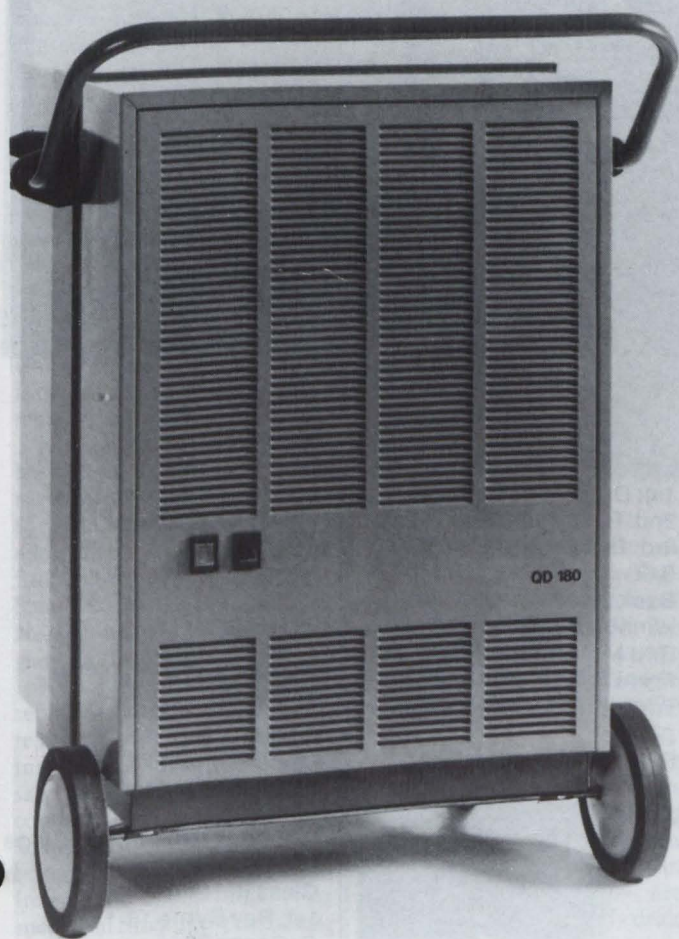
Delair - The Drier Solution

The new Delair QD range of driers/ dehumidifiers is now available from Walker Air Conditioning.

The portable, energy-efficient units are available in three sizes. The larger dehumidifiers, the QD 180 and QD 120, can be used for commercial purposes such as drying the air in a newly constructed building. The QD 60 is ideal for drying the damp

atmosphere in properties that are not in constant use. The unit is also useful in dealing with the problems of damp caused by burst water pipes and flooding.

The vapour in the cool air condenses and is collected as water. The energy released in this process is used again to heat the dried air. This means that 100% of the applied energy is used for drying.



The dehumidifier's capacity depends on the temperature and relative humidity of the room air — the higher the temperature and humidity, the more water is extracted. The room air is drawn in via a filter through the cooler by a fan. The water vapour condenses in the cooler and is collected in a detachable 10 litre plastic container. A level switch indicates when the container is full.

The dehumidifier operates within a temperature range of 2°C and 32°C. It automatically switches off once the room temperature is either below 2°C or above 32°C and switches on again when the temperature is within the specified range. The dehumidifier's facility to automatically defrost itself means it will operate in room temperatures as low as 2°C.

High Differential Pressure Transmitter

Suitable for applications with air or compatible gases and liquids, the new Dwyer Series 632 two-wire differential pressure transmitter provides the capability for monitoring and controlling high positive, negative or differential pressures from 30 to 200 psi in a wide variety of processes.

This low cost transmitter features repeatability and an accuracy of $\pm 2\%$ of full span. The design incorporates twin spirally-wound bourdon tubes operating against a calibrated

range spring/strain gauge assembly.

The small volume and virtually no moving parts means maximum reliability under shock and vibration at system pressure up to 500 psi. The two-wire, 4-20 mA output simplifies installation.

External tamper-proof zero and span adjustments are provided with electrical connections made to a barrier terminal strip on the rear of the housing.



FREE: EXTRAS & IMPROVEMENTS AT SEASON CONTROL

Having established themselves as leaders in the areas of PVC Back Draught Shutters (manufactured to size) and Centrifugal Inline Fans, Season Control have now added a simple yet effective fixing system incorporated with every fan (K&R series only) and shutter. These extra fittings are *absolutely free* and is part of their efforts to reduce 'on site' installation costs which can be minimised with this new development. This change is effective for all sales beginning the 1st September 1989. Buy the best for less.

Please contact:

SEASON CONTROL LTD.

Environmental Control Specialists

Suppliers of:

HEATING • VENTILATING • AIR CONDITIONING • FILTRATION PRODUCTS

390 Clonard Road, Crumlin, Dublin 12.

Telephone 559154/5, 559732/3, 559572. Fax 559572.

Captain's Prize — Dun Laoghaire

Winner: Eamon Cullen (14) Rush 42 pts. B/9 J. White

Class I.

Winner: Michael Morrissey (6) D/L 36 pts.
2nd: Mick Devoy (7) H/tage (Society H/Cap) 34 pts.
3rd: Dave Reaney (10) (Society H/cap) 33 pts.
B/9. W. Thompson.

Class II.

Winner: Jim Duggan (14) 39 pts.
2nd: John Hunter (12) Kiliney 38 pts. B/9
3rd: Brendan Keaveney (14) (Society H/Cap) 38 pts.

Class III.

Winner: John White (18) Ardee 42 pts.
2nd: Tony O'Leary (16) 41 pts.
3rd: Gerry Phelan (17) Old Conna 39 pts.

Visitors.

Winner: Vincent Bell (19) R/Dub 40 pts.
2nd: Don Kelly (10) 39 pts. B/9
3rd: Frank Quigley (23) W/Brook 39 pts.
Front 9.
Winner: Ray Byrne (15) 22 pts.
R/Up: John Lawlor (14) 20 pts.
Back 9.
Winner: John Fitzgerald (16) 21 pts.
R/Up: Sam English (15) 20 pts.
Last 6.

Barlo at Newlands

Winner: Shay Kearney 15 S/Town 43.

Class I:

1st: John Usher 11 N/lands 39;
2nd: L. Stenson 10 N/lands 37;
3rd: T. Bourke 9 D/Laogh 36.

Class II.

1st: J. Ennis Society H/C 11 Curragh 38 B/9;
2nd: B. Kearney 14 Delganey 38;



• Wilo at Old Conna — Winner Tony Delaney receiving his prize from Tony Cusack.

3rd: D O'Sullivan 12 Naas 35.

Class III.

1st: G. Evans 17 R/Dub 41;
* 2nd: R. Byrne 16 O/Conna 37;
3rd: N. McKeown 29 N/lands 36 B/9.

* Omitted: Paul O'Shanghnessy (2nd in Class III).

Visitors:

1st: D. Riordan 8 H/tage 42;
2nd: P. Murphy 16 Bray 36;
3rd: D. Ryan 14 S/Vally 33 B/9.

Back 9:

Winner: Pat Dunphy 19 pts;
R/U M. Morrissey 19 pts.

Front 9:

Winner: Michael Murphy 20 pts;
R/U John Lawlor 18 Pts.



• Barlo at Newlands — Shay Kearney, winner, receiving his prize from Leo McCool. BTU Captain Tom Scott is on the left.



Sean Smith, the new BTU Vice Captain.

Wilo At Old Conna

Winner: Tony Delaney 8 R/Dub 35.

Class I:

1st: Dave Kearney 10 34;
2nd: Nev. Thompson 8 B/glass 32;
3rd: Tony Gillen 11-3 H/tage 30.

Class II:

1st: Ray Byrne 15-1 O/Conna 33;
2nd: Des O'Sullivan 12 Naas 32;
3rd: Sean Smith 15 Trim 31. (Back 9 from J. Lawlor of H/C Society 13)

Class III:

1st: S. Moran 20 35;
2nd: V. Dowling 16 34;
3rd: M. Murphy 24 32. B/9 Des O'Gorman.

Front 9:

Winner: G. Phelan 19 pts;
R/Up M. Mathews 17 pts. (Back 6 from K. Shanahan & B. Panking).

Visitors:

Winner: Eamon O'Sullivan (5) P/Conna 40;
R/v: Johny Kenna (18) 39;
3rd: Harry Elms (28) 36.

APV HALL - 'Sleeping Giant Awakes'

While APV's history in Ireland stretches back for well over a century — a Hall supplied plant having been discovered in New Ross recently dating from 1906 — there was an intervening period when the company seemed to lie dormant.

Internationally — and it is now one of the multi-national forces within the refrigeration and air conditioning sector — a rationalisation and consolidation process was underway which temporarily slowed its impetus in many national markets, including Ireland.

Now, however, that process has been completed, a fact which is reflected in the dynamic and forceful marketing strategy adopted by APV Hall Ireland Ltd over the last few years. As Sales & Marketing Manager Noel May says . . . "the sleeping giant doth awake".

Noel has a long history of service with Halls, broken for a relatively brief period while he ran his own company. When he saw the manner in which the company had been restructured, he was enthusiastic to once again be part of the APV Hall team in Ireland and to contribute to its successful entry into new market sectors.

Indeed, long service is a hallmark (no pun intended) of the APV Hall company in Ireland, most of the staff — with the exception of new trainees and apprentices — having served loyally for many many years.

Noel's return to APV signalled the beginning of a more concerted attack on the air conditioning sector and he — in partnership with his colleague Colin Huggett, Engineering Manager — now spearheads APV Hall's drive for greater penetration and subsequent market share of the refrigeration and air conditioning sectors.



● Colin Huggett

Specifying consultants are APV's core customer base but obviously, given the extensive and diverse nature of the company's vast product portfolio, there is also a great deal of interaction with the end user.

With such an expansive range of equipment, flexibility is a key factor and both Noel and Colin go to great lengths to ensure that all enquiries — be they from an end user or consultant — are courteously and efficiently dealt with.

Indeed, both stress that the mere supply of equipment is not sufficient any more. Much of their time is taken up with discussing the intended use and load/performance requirements of an installation and thereafter helping the specifier choose the most appropriate unit or units to suit that need.

Assistance with subsequent installation and commissioning is readily given with a team of engineers always on hand to promptly respond to service and general after-sales care requirements.

Currently the Refrigeration/Air Conditioning Division within APV Hall Ireland Ltd

comprises 10 permanent employees and a back-up technical support network of fully qualified sub-contract engineers. Four concentrate on design/sales with the remainder covering service and related responsibilities.

All operate out of APV Hall Ireland Ltd's 15,000 sq ft premises in Dublin's Thomas Street, which is situated directly across the road from the Guinness Group headquarters.

There are also offices in Belfast and Limerick with the intention being to re-open an office in Cork in the not too distant future. Billy Wilson runs the Belfast operation with Tom Dwane responsible for Limerick.

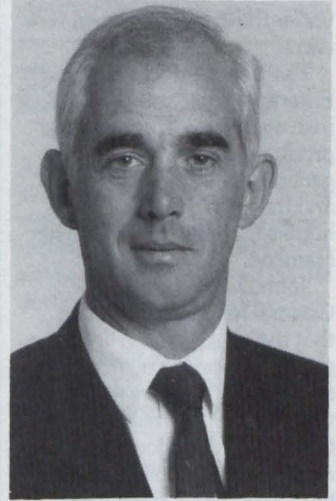
Kevin McCloat is an appointed service agent covering the Western Region of the country. He operates out of Sligo.

Technical excellence and qualifications are a prime requirement for all APV engineers. They are not taken from other industries, such as plumbing for instance, and then re-trained. They must be fully-qualified refrigeration engineers.

Regular in-house training sessions and seminars are held on an ongoing basis while engineers also attend familiarisation courses at the factories of the company's principals.

An apprentice intake programme has just been initiated with Stephen Heeney the first to participate in the scheme.

Given the new impetus at APV Hall Ireland Ltd, additional business sectors have been earmarked for special attention. APV now services a vast array of industries including meat processing, general industry, commercial, food, agriculture, brewing, chemical, soft drinks,



● Noel May

plastics, etc., etc.

Combined heat and power systems are also emerging as a major requirement and APV are to the forefront in devising packages which are tailor-designed to suit individual industries.

Not content with expansion on the home front, APV Hall Ireland Ltd has an Export Division which has already notched up significant success in the Middle East. A large contract for a cheese-making plant is currently underway in Cairo while fish-freezing and associated cold-storage and ice-making problems are being solved at a number of locations throughout Africa.

APV Hall Ireland Ltd has also sought to raise the corporate profile of the company and has devised a general marketing/promotional drive which will assist with sales while at the same time raising the perception of APV.

As Noel May says . . . "The sleeping giant doth awake".

BOILERS

Hamco/ Franco Belge

Hamco Enterprises Ltd of Tullamore has been supplying oil fired and solid fuel cookers and stoves to the Irish Market for 25 years. These central heating units are marketed under the "Hamco" brand name.

Five years ago Hamco Enterprises became the sole Irish agents for "Franco Belge" products. These cookers generally have a higher output, and thus can heat larger type homes than the more compact Hamcos.

John Deering, Hamco's General Manager, confirms that the general trend in recent years has been away from solid fuel burning cookers towards those run on oil, mainly due to the drop in the price of oil. Apart from that, oil appliances tend to be much more clean burning, require less

maintenance, and are more controllable.

The best-selling Franco Belge Gretalux is a superb cooker with all the advantages of a cast-iron top that allows you to cook the most delicious dishes. The oven is evenly heated from four sides for perfect roasting

and baking.

The Gretalux, which has an output of 100,000 BTUs, provides gallons of domestic hot water when connected to a hot water cylinder, and heats a whole house with maximum comfort through automatic silent vapourising burner.



● Franco Belge "Gretalux" automatic oil fired central heating boiler from Hamco.

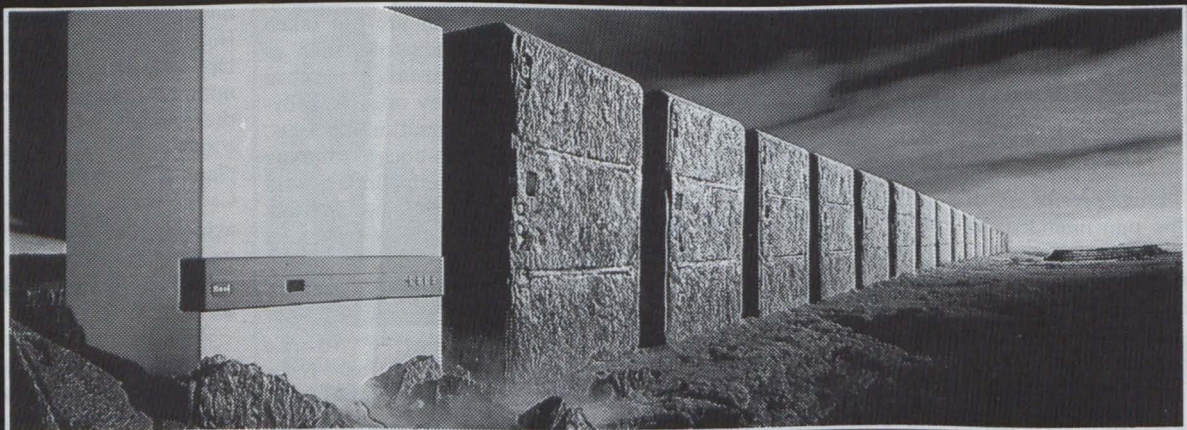
Details from Hamco Enterprises Ltd, Tullamore, Co. Offaly, Tel: 0506-21302/21977.

Glotec — An Advanced Design

Glotec is one of the world's most advanced designs in central heating boilers. Many years of research in the United States, Canada, United Kingdom and Continental Europe have gone into its development, and world patents have been taken out to protect this unique and basic design.

The principle of the condensing boiler is currently the most sought after method of central hot water heating in the business. Condensing boilers utilise the heat that is normally lost (up-the-chimney) in conventional boilers,

NOW A NEW CAST IRON BOILER THAT'S BROKEN THE MOULD.



■ The world's most advanced cast iron boiler is revealed. The new Baxi Solo. A wall mounted boiler built to a revolutionary design, while retaining all the traditional strength of cast iron. A boiler so easy to install that it could radically improve your working routine. Here's a summary of the key benefits. ■

CONSTRUCTION Built in Baxi's new £7 million foundry, the revolutionary new monobloc heat

exchanger has a maximised fin area for extra heat transfer.

SIZE Just 600mm high — the only powered flue boiler small enough to align with standard wall units.

WEIGHT 30/4 PF, 40/4 PF, 50/4 PF, models — lift weight only 25.4 kg (56 lb) Enabling single-handed lift and installation.

INSTALLATION ■ Simple format for easier installation. ■ Temporary retaining system. ■ Top connections. ■ Space for internal routing of pipe work. ■ Ready assembled case. ■ Minimal preparation work required. ■ Installation and servicing from front. ■ No need to disturb fan control devices.



CENTRAL HEATING AT ITS MOST ADVANCED

BROOKS THOMAS LTD., IRELAND.

therefore there is an obvious fuel cost saving for the user. The design of the Glotec boiler guarantees the highest possible efficiency available in a heating system.

With escalating fuel costs, efficiency is the keynote to savings. Up to 40% of the cost of fuel can be lost up-the-chimney in old conventional boilers. Because of its unique design and special features, the ultra-high efficiency of the Glotec ensures that cost savings can be made on annual fuel bills. When in the condensing mode, the Glotec can operate at efficiencies of 96% plus.

Simplicity and Safety

One of Glotec's best features is in its simplicity. It has a completely sealed heat exchanger, a blower, a gas valve, and an electronically controlled ignition system as its main components. There are no more than 35 parts. This simple, well constructed appliance combines to give years of trouble free and safe operation with maximum benefits to the user, also it is made in Co. Galway.

Full details from Park Heating Appliances Ltd., Chapelizod, Dublin 20. Tel: 01-265711; Fax: 01-267863.

Buderus For Optimum Efficiency

The modern design of the Buderus Logana and Loganatherm G-105 special low temperature heating boilers is based on decades of experience in heating boiler design. Low capital and high operational costs combined with high operating comfort and easy maintenance are the features of these boilers.

The boiler block is comprised of sequentially arranged boiler sections made from a special grade of low-temperature-adapted, corrosion-resistant cast iron. Combustion chamber and secondary heating surface are especially engineered so as

to enable burning of the fuel virtually without leaving any residue and at optimum efficiency, thus allowing guaranteed boiler efficiencies of over 90%.

Boiler efficiency is an indication of how much of the energy consumed is converted into usable heat. The "Economic" series of heating boilers offered by Buderus today are virtually unsurpassed efficiency. This is due to optimised combustion, but also to the low radiation and standby losses achieved through highly-effective thermal insulation of all components and to the minimised flue gas losses through flue gas temperatures as low as approx. 18°C.

The annual efficiency for Ecomatic boilers, i.e. the ratio between used energy and usable energy over the year, is even higher than boiler efficiency.

An integrated control system is part of the standard equipment of the G-105 series of "Logana" and "Loganatherm" heated boilers. It performs all control

functions, perfectly matches boiler requirements and is radio and television screened. G-105 series Buderus heating boilers are of particularly compact design and will fit into small spaces. A large front door optionally, opening to the left or the right allows easy access for cleaning and maintenance purposes. A separate base is available for raised mounting of the heating boiler if required.

For further details contact: Quadrant Engineers Ltd., Chapelizod, Dublin 20. Tel: 01-265711; Fax: 01-267863.

Baxi Solo

The Baxi Solo is a new boiler launched earlier this year. It has marked a new era in cast iron technology — a product that will have a radical impact on the domestic gas boiler market.

The focus of Baxi's achievement lies at the heart of the product, with the cast iron heat exchanger powering the boiler. Maximum heat transfer has been achieved within a compact single section, or monobloc, gasket-free heat

QUADRANT ENGINEERS LIMITED



Buderus

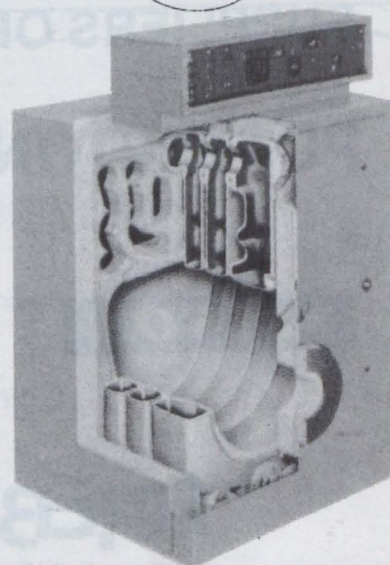
New from Buderus

The GK 105 and GK 205 cast-iron domestic boilers featuring full all-round insulation, more efficient internal heating surfaces and a full-profile hinged door to provide easy access for cleaning and maintenance

Available in a range of sizes from 21 kW to 66 kW.



LOGANA GK 105



LOGANA GK 205

QUADRANT ENGINEERS LTD.,

Chapelizod, Dublin 20. Telephone: 01-265711. Telex: 95709. Fax: 267863.

exchanger.

This design has enabled Baxi to reduce overall boiler dimensions and weight. At 600 mm high the Solo is the smallest fanned flue boiler, the only one able to align directly with standard kitchen units. At 60.6lb lift weight, Baxi claim a first — the first cast iron boiler that can be lifted and installed single-handed. The range offers natural draught room sealed and powered flue room sealed.

Finished in white casing, the Solo measures just 600 mm high x 300 mm deep and 400 mm wide (470 mm wide on the 70 PF model). There are four room-sealed powered flue models — 30/4 PF; 40/4 PF; 50/4 PF, and 70/4 PF — with an output range of 21,000-70, Btu/h. On the negative pressure powered flue models, there is a facility for (left, right or rear flueing, with the capability to extend the flue up to 2 metres. The negative pressure format makes the boiler inherently safe, with combustion gases sucked out of the unit.

The room-sealed range offers all of the benefits intrinsic in this

new generation of low-weight cast iron boilers. With dimensions of 600 x 400 x 300 mm, the RS also aligns with standard kitchen units. The output range is from 11,000 to 60,000 Btu/h. The RS offers fully pumped or gravity hot water with pumped central heating via four top connections.

Both the PF and RS are easy to install. The PF, at only 56 lbs lift weight, is truly a one man

lift. Preparation work has been kept to the minimum and the case comes ready assembled. The combustion box is married to the back plate by means of a simple retaining ledge and temporary securing device. This holds the boiler firm until it is secured, making installation simplicity itself.

Details from: Brooks Thomas Ltd., PO Box 17, Bluebell, Naas Road, Dublin 12. Tel: 01-783422.

They also produce a range of wall hung boilers with outputs of up to 100,000 BTUs/Hr. These are available with cast-iron or fabricated heat exchangers and can be conventional flue, balanced flue or fan flued.

Glow-worm are noted for the quality of their back boiler units and the current Co-Ordinate range enhances their reputation. Not a company to rest on their laurels, Glow-worm have just launched a new combination boiler The Hot Water Express. This boiler brings the Glow-worm flair for simplicity and efficiency to bear on a product that has suffered from over elaboration and undue complexity.

Another new product from Glow-worm is the Derwent free flue fire. This fuel-effect fire was developed in association with British Gas. The Derwent, because of the unique "Sifan" fan system, can be fitted where there is no existing flue and efficiencies of over 90% are the norm.

C&F are displaying the Glow-worm range of appliances with the Flavel — Brosley and

C&F - For All Applications

C&F Ltd of Chapelizod have a heating unit for almost every conceivable application.

For domestic applications they supply Glow-worm boilers and fires, Flavel gas fires; Super Ser gas and electric heaters; and Brosley gas fuel effect fires.

Glow-worm are one of the leading manufacturers of domestic gas boilers in Europe, producing free-standing kitchen units with outputs from 40,000 BTUs/Hr, to 120,000 BTUs/Hr, in both conventional and balanced flue.



• The Glow-worm Derwent

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Chapelizod, Dublin 20. Telephone 265711. Fax 267863. Telex 93709.

Super Ser fires in their new showrooms at Chapelizod Industrial Estate.

Every heating system needs a flue and control system — with Rite-vent and Honeywell, C&F have the answer to both problems.

For further information contact C&F at: Unit F3, Chapelizod Industrial Estate, Dublin 20. Tel: 01-264917; Fax: 263251.

Wide Choice From Heatovent

An extensive selection of boilers — suitable for both indoor and outdoor installations — which includes the Uno, Amica, Firebird, Beta and the Vokera is readily available from Heatovent in their spacious new premises at Heatovent House, Naas Road, Dublin 12,



• The Glow-worm Hide Away from C & F.

opposite BMW motors. New Phone Number is 01-508166; Fax: 508501.

UNO — Heatovent are supplying the no Italian-manufactured oil-fired boiler. It will deliver up to 91% efficiency and can be used in conjunction with a Solar Burner.

These floor-standing cast iron boilers are designed with sturdy panelling and are easily assembled and serviced with easy access. The Uno Boilers provide outputs from 60,000 up to 250,000 BTU's. The Boiler shell is made from G15 cast iron and is thermally insulated by fibre glass euphon quilt.

Amica: The AMICA is a new range of gas-fired boilers. Models in the range have a low level fan assisted flue with aesthetic panelling and controls, which are made from internationally-recognised components. They have been introduced by Heatovent to provide a flexible range of gas-fired boilers.

FIREBIRD — The Irish manufactured oil fired boilers. There are two models in the Firebird range — the Popular and the Super Q. The Popular



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- Hamco oil fired and solid fuel central heating cookers/heaters.
- Pyramis stainless steel sinks.
- Regaflex stainless steel flexible flue lining.
- Smoothline V.E. flue pipe.
- Ductpak D.I.Y. ducting.
- Ductex ventilation equipment.
- Sentinel water treatment products.
- Zebracier hob polish.
- Imit controls and devices.

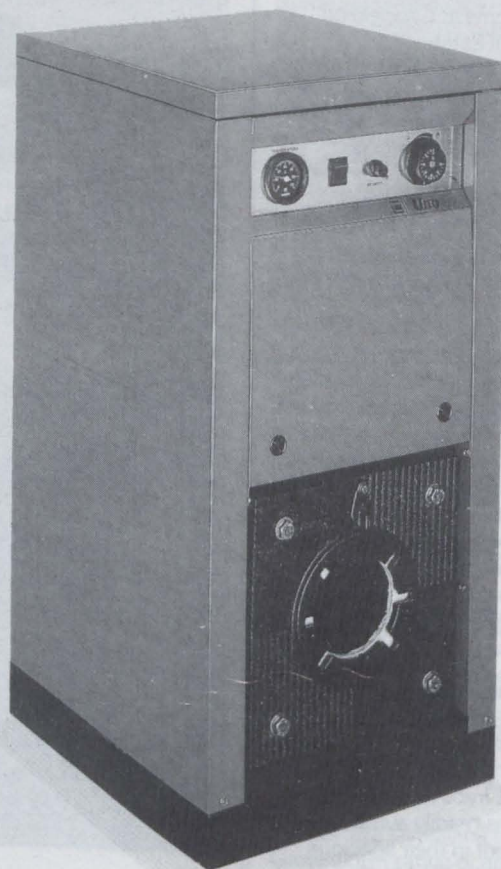
is a fully-automatic, fully insulated pressure jet boiler which gives outputs from 40,000 up to 80,000 Btu/hr's. The Super Q is an indoor model. It is especially quiet, features a standard dual thermostat and it will blend perfectly with kitchen design and worktops. Both Firebird boilers are available ex-stock from Heatovent.

BETA — Heatovent recently launched three new Beta oil-fired, balanced flue and wall hung boilers. There is now a new design to the balanced flue, wall-hung model as it is much slimmer and features a glass front, which is supplied in white and brown.

The outputs of the three BETA boilers have been increased to 55,000, 65,000 and 750,000 Btu/hr's respectively. The new boilers are suitable for walls from 9" up to 18" thick

and the wall cavity is designed to be telescopic and adaptable. There is also a smart outside panel, a lockable service door, a self-lifting oil pump, which comes complete with a frost thermostat.

Vokera — The Vokera is a versatile room-sealed combination boiler. It is fitted with an automatic by-pass, has its own heat exchanger, own pump and expansion vessel. The Vokera is economical, simple to install — the 20-80 room sealed Turbo Boiler gives outputs from 30,700 up to 80,000 Btu/hr's. This model is wall-mounted and designed for sealed systems. It is suitable for natural gas and for LPG. The Vokera also provides ample supplies of domestic hot water on demand. There is a time clock available as an optional extra.



• Example from the Dna range from Heatovent.

Solar — The Solar Master Burner is available in three different versions, each of which is designed for a fairly narrow range of ideal operation, in order to produce high efficiency at each power setting.

The Solar master burner offers three important features — high reliability due to the careful choice of components; extra long life — a traditional bonus with heating equipment made by Solar; easy maintenance — as a result of instant accessibility to all major parts.

instantaneous domestic hot water from a single compact appliance without the need for a hot water cylinder, cold water storage tank, or separate circulation pump.

Leblanc combination boilers not only heat central heating radiators but also function as direct water heaters, which eliminates the need for hot water storage.

Compact, easily installed and extremely versatile, Leblanc combination boilers are the ideal solution to most heating problems.

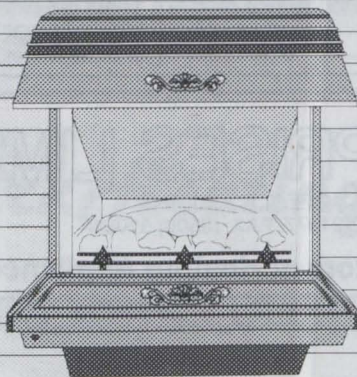
Whether a property is old or new, large or small, a Leblanc boiler is available to meet its needs.

All are conveniently wall mounted to save floorspace and there is a choice of either fan assisted balanced flue or open flue models.

Both types are designed either to burn mains gas or liquidified petroleum gas (LPG).

Full details from: Park Heating Appliances Ltd., Chapelizod, Dublin 20. Tel: 01-265711; Fax: 01-267863.

The new Glow-worm Homeglow.



Warmth that looks as good as it feels.

Whichever way you look at it, our latest firefront has a great deal going for it.

A bigger and more life like flame picture than any other fire of its type.

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Traditional cast iron styling and solid brass decoration. And, an optional conversion kit which allows it to be fitted to existing Glow-worm back boilers.

Whatever you're looking for in a back boiler, you'll find it with the new Homeglow from Glow-worm.

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- **Infinitely Variable Outputs**
- **Pre mix combustion**
- **Fully automatic operation**
- **Compact dimensions**
- **Low noise level**



Modular installation of 12 Wessex boilers at St Vincent's Hospital, Elm Park.

HAMWORTHY WESSEX high efficiency modular boilers are designed to meet a wide range of commercial and industrial heating loads with single units ranging from 50 KW to 200 KW and modular arrangements giving infinitely variable outputs from 50 KW upwards. Both single and modular units have an operating efficiency of 85% gross (94% nett).

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